

# Automotive Daily News

PASSENGER

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TRACTOR

ACCESSORIES

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## STRIKE EFFECT ON MOTIVE EXPORTS NOT FEARED HERE

### Few Cancellations Held Likely on Shipments

Special from A. D. N. Washington Bureau

WASHINGTON, May 8.—The possible reaction of the British strike is being carefully watched by foreign trade experts of the Department of Commerce.

In so far as the American and Canadian automotive industry is concerned, however, there is a feeling that the labor crisis in England, tying up all shipping, will have but an immaterial effect on the exportation of motor vehicles manufactured in the United States and its sister country.

Figured on the volume of exports for the first quarter of this year to Great Britain the possible loss in cancellations is negligible in proportion to the tremendous volume of American and Canadian exportation of cars, trucks and parts to other countries, it was pointed out at the department.

There is no alarm as to American importation of crude rubber on account of the tie-up in British shipping as most of the crude shipped to America is loaded at the Straits Settlement, where there is no serious labor trouble, it is understood. However, there is a feeling at the Department of Commerce that the British strike will only help to prolong the continued high price of crude rubber, and will be used as an artificial excuse for maintaining the exorbitant price per pound indefinitely.

In the first three months of this year manufacturers in the United States shipped to Great Britain a total of 1,222 passenger cars, valued at \$1,071,174; 1,631 trucks valued at \$992,272; parts valued at \$1,482,089, and 21 motorcycles, valued at \$5,741.

Canadian manufacturers in the first quarter of this year exported to England a total of 511 passenger cars valued at \$575,451; 1,010 trucks and motor buses valued at \$1,903,474 and parts valued at \$183,000.

Exports of American tires to Great Britain in the first three months of this year aggregated \$9,983 casings valued at \$619,678; 15,198 inner tubes valued at \$40,911 and 5,391 solid tires worth \$163,884.

### HUDSON SHIPMENTS AVERAGE 900 DAILY

Detroit, May 8.—Hudson Motor Car Company shipments in May are continuing at the rates established in the middle of April, around 900 cars a day, when the company reduced its shipments from the former rate of 1,500 cars daily. Retail sales are showing good gains over 1925 although shipments are somewhat lower than at this time last year.

Based on prospects for May, which is the final month in the company's fiscal first half year, shipments will be about 20 per cent. larger than during the six months of 1925, when shipments totaled around 110,000 vehicles.

## PLATE GLASS FACTORIES SPEED UP PRODUCTION

Pittsburgh, May 8.—Ford Motor Company's plate glass factory at Glassmere, Pa., resumed production last Monday after being closed down three weeks for repairs.

Pittsburgh Plate Glass Company plans to start the second unit of its new continuous method at Creighton today. Demand for plate glass is about equalling that being produced.

## NO OVER-OUTPUT, AVERS REEVES

### Believes 1926 Business Will Equal That of 1925

Special from A. D. N. Detroit Bureau

Detroit, May 8.—Alfred Reeves, general manager N. A. C. C., who is here for the meeting of that body's directors, goes on record as being optimistic regarding spring and summer business. He believes that volume will equal any record that has already been established.

"Even as early as April 15," said Mr. Reeves, "some of the popular lines of cars were unable to supply the demand in Eastern markets. The talk of large-scale production had led many customers to think that they could get the car of their choice at any time, but those who had failed to make reservations found, in many cases, that they had to wait to get the particular model they wanted."

"Factories have been on large production schedules for the early part of the year, preparing for the spring rush, but when the whole spring output is divided by 48,000 dealers and account is taken of the winter selling, the actual ready supplies available are small."

"Having provided for a normal

(Continued on Page 2)

## Dodge Bros. Sales 10,000 in Best Week

Special from A. D. N. Detroit Bureau

Detroit, May 8.—For the first time in Dodge Brothers' history, retail sales by their dealers in the United States and Canada in a single week have exceeded 10,000 new motor cars and trucks.

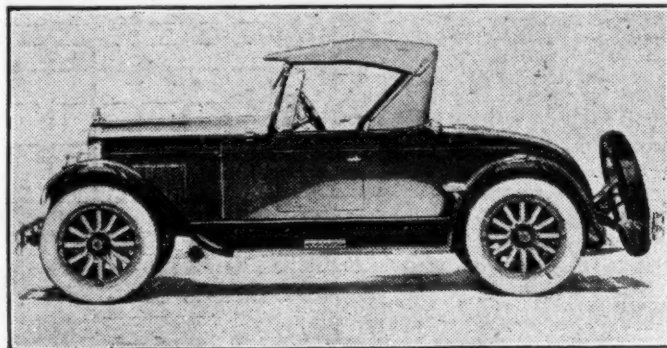
The figures for the week ending May 1 were 10,126. Compared with the corresponding week last year the gain is 4,374, or 76 per cent.

The gain is 560 over the remarkable delivery record established last week. Compared with the best delivery week last year, that ending April 11, during which 6,644 units were sold, the increase is 3,482, or 52.4 per cent.

### G. M. A. C. BRANCH OFFICES

Albany, May 8.—The state banking department has authorized the General Motors Acceptance Corporation of New York city to open branch offices in Louisville, Ky., Des Moines, Ia., and Milwaukee, Wis.

## Durant Announces New Star Six Sport Roadster



NEW YORK, May 8.—Durant Motors, Inc., announces a new Star six sport roadster at \$910 f. o. b. Lansing, bringing this type of car into the less than \$1,000 class. Durant officials state this makes the new car the lowest priced six sport roadster in the market.

The body is by Hayes-Hunt, having graceful streamlines. The finish is in two tones of lacquer, artillery gray below the black belt line and beige brown above. Top and top boot are of brown khaki and upholstery of driving and rumble seats is of grayish brown genuine leather in Spanish grain.

Bumpers, bumperettes, radiator shell, radiator ornament and motorometer, headlamps, cowl lights, windshield wing supports, kickplates, step plates, interior and exterior top fittings, door handles, rear deck handrail and grab handles, top grab handles and lock escutcheon are nickel plated.

The rumble seat is unusually roomy and comfortable, being thirty-eight inches wide and affording ample leg room, it is claimed.

Tire equipment consists of five balloon tires and spare tire cover. The steering wheel is natural wood with pistol grip, and aluminum spider. Wheels are of artillery type with natural wood spokes, and nicked hubcaps.

The chassis is equipped with 40 brake horsepower, six cylinder motor with a high gear speed range of from three to more than 60 miles per hour. Its power ratio is about one horsepower for every 50 pounds of weight, enabling acceleration from 5 to 25 miles per hour in about six seconds.

Shipments of the new Star six sport roadster are planned to start May 15, in sufficient volume to supply dealers with sample cars.

The Star Six line is now the only complete line of sixes selling for less than \$1,000 and includes the touring, coupster, coupe, coach, sport roadster and Landau sedan.

### B. R. CARS FOR AUTOS

Chicago, May 8.—The Texas Pacific Railway has awarded a contract to the American Car and Foundry Company for 300 automobile cars.

### FISHER BODY OUTPUT

Detroit, May 8.—Fisher Body Corporation reached a new high in output last week when 4,189 closed bodies were turned out in one day.

## Auburn Plans New 7-Passenger Sedan

Toledo, May 8.—According to present schedule and plans, the Auburn Automobile Company will introduce and begin production on a new seven-passenger sedan about May 15.

This car will have a wheelbase of 146 inches and be regularly equipped with 6.20x32 balloon tires and cream steel wheels. The upholstery will be tan broadcloth, with fine blue line design harmonizing with the body finish, a pyroxalin lacquer in royal blue.

Two telescoping auxiliary seats of the bucket type fold and disappear when not in use.

The car will list at \$2,495.

## AMER. C. & F.-FAGEOL DEAL REPORTED UNDER WAY

San Francisco, May 8.—Sale of the Fageol Motor Company of California to the American Car and Foundry Company is again reported as near completion. Fageol directors are understood to have under approval an offer of exchange of stock on the basis of equivalent of \$5 Car and Foundry common and \$3.75 preferred for one share Fageol, or possible cash alternative. Car and Foundry's decision is expected not later than May 10.

Fageol common closed here at \$6.25 a share Friday.

## CHANDLER-CLEVELAND SHIPMENTS GAIN IN APR.

Cleveland, May 8.—Shipments of Chandler-Cleveland Motors Corporation during April showed a large gain over the monthly average for the first quarter. Shipments last month totaled 2,900 cars, against a total during the first quarter of 5,000. These shipments include both the Chandler and Cleveland models.

## REO PLANT PRODUCED 223 UNITS ON APRIL 26

Detroit, May 8.—The Reo Motor Car Company established a new daily record April 26, with shipments of 223 units—cars, buses and speedwagons. The plant is running on a heavy schedule and the sales division is behind in orders.

### STEELCLAD FACTORY MOVES

Wayne, Mich., May 8.—The factory of the Steelclad Auto. Bow Company has been moved from Holland, Mich., to this city.

## GEAR MFRS. TO ASSEMBLE IN DETROIT MAY 13

### Tenth Annual Convention to Last Three Days

Special from A. D. N. Detroit Bureau

DETROIT, May 8.—Members of the American Gear Manufacturers' Association will hold their tenth annual convention in Detroit May 13-15. Following is the official program:—

Thursday, May 13

Arrival and registration, Book-Cadillac.

10:00 A. M. meeting of the executive committee; meeting of technical standardization committee, B. F. Waterman, chairman; meetings of other committees, as called by the respective chairman.

12:00 noon. Luncheon.

1:30 p. m.—First general session; meeting called to order by the president, E. J.

Frost; address of welcome, "The Common Good," by Mr. Frost; roll call; reading of minutes; reports of T. W. Owen, secretary; C. F. Goedke, treasurer; C. F. Goedke, chairman entertainment committee; W. G. Jones, chairman membership committee; election of members; committee; election of members; committee.

E. J. Frost

Jones, chairman membership committee; election of members; committee.

(Continued on Page 8)

## M. A. M. A. Plans Important Tour

New York, May 8.—Directors of the Motor and Accessory Manufacturers Association have decided to make a first-hand study of business conditions and problems affecting the membership. The board will make a tour of the membership centers, holding meetings in Cleveland, Detroit, Chicago and New York.

Meetings will be held in Cleveland, Tuesday, May 18, Detroit, Wednesday, May 19, Chicago, Thursday, May 20 and New York, Thursday, May 27. In each city the principal executives of member companies will be guests of the Association at dinner, after which informal discussions will be held of current and prospective business conditions, vital problems of the parts-accessory-service equipment industry and means of utilizing to the fullest degree the association's facilities for meeting these problems.

H. L. Horning, president of the Waukesha Motor Company and president of the M. and A. M. A., virtually all members of the board of directors, General Manager M. L. Heminway and the department heads of the association will attend all meetings. Members of the board will invite discussions of members' problems and the association's activities in meeting them, hoping in this way to bring about a better understanding and closer co-operation than ever before between the association and the members and among the members themselves.

The meetings will be held at the Cleveland Hotel in Cleveland, the Statler in Detroit, the Blackstone in Chicago and the Astor in New York. Local committees in charge of arrangements will be headed by W. M. Albaugh of Thompson Products, Inc., in Cleveland; M. A. Moynihan of the Gemmer Manufacturing Company in Detroit; M. B. Erickson of the Biflex Products Company in Chicago, and J. M. McComb of Crucible Steel Company of America in New York.



## PAN-AMERICANS HEAR KETTERING

### G. M. Official Dis- cusses U. S. and Euro- pean Manufacturing

Special from A. D. N. Detroit Bureau  
Detroit, May 8.—Speaking be-  
fore the farewell banquet to the



Pan-American  
journalists at the  
Book - Cadillac,  
C. F. Kettering  
expressed strik-  
ingly the out-  
standing differ-  
ence between  
American and  
European auto-  
motive manufac-  
turing.

C. F. Kettering In America, he  
pointed out, man-  
ufacturers employed 350,000 work-  
ers in 1925 and made 3,500,000  
vehicles, or at the rate of ten  
vehicles to each worker employed.

In one European country, 100,000  
workers produced 30,000 cars, or  
three-tenths of a car per man.

Mr. Kettering added the infor-  
mation that to date the American  
public has paid \$16,000,000,000 for  
automobiles.

According to the president of  
General Motors Research Corpora-  
tion, the average car is traveling  
40 per cent. more than it was five  
years ago, while the average long-  
evity remains about the same.

Nemesio Garcia Naranjo, editor  
of the Excelsior, Mexico City,  
spoke for the visitors, paying a  
tribute to the industrial activities  
of the United States in general and  
to those of Detroit in particular.

Percy Owen, director of foreign  
sales for Dodge Bros., Inc., who  
presided as chairman at the ban-  
quet, spoke briefly on the growing  
utilization of the motor vehicle in  
the Latin-American countries,

where 140,000 Detroit-made cars  
and trucks were sold in 1925. He  
urged upon the visitors the impor-  
tance of good roads in the devel-  
opment of industry and commerce.

After four days spent in sight-  
seeing, visiting the city's automo-  
tive plants and being entertained  
in various other ways, the party of  
editors and newspaper owners  
leaves this morning for Pontiac  
and Flint, starting their homeward  
journey by way of South Bend,  
Pittsburgh and New York.

**FORD PREPARES TO  
SHIP BY BARGE**

St. Paul, Minn., May 8.—With  
the formal opening today of sum-  
mer navigation on the Mississippi  
River preparations are being made  
by the Ford Motor Company for  
shipment by barge of assembled  
motor cars and tractors.

With this view in mind, the St.  
Paul plant of the Ford Motor Com-  
pany was constructed with a large  
shaft running from the main me-  
chanical floor down through solid  
sandstone to the river level, ap-  
proximately 100 feet below, and a  
channel dug from the river to the  
shaft, with a loading platform from  
which to load the barges.

The barges thus can be loaded in  
the Ford plant for their all-water  
journey down the Mississippi to  
various cities and towns in the ter-  
ritory of the St. Paul plant.

**REMOVING AUTOMATIC  
CONTROLS ON N. J. ROADS**

Trenton, May 8.—Work of re-  
moving automatic controls on all  
state roads in New Jersey, as or-  
dered by the State Highway Com-  
mission, has begun today. The pur-  
pose of the order is to speed up  
traffic, especially on the famous  
White Horse Pike and other thor-  
oughfares to Atlantic City and  
various shore resorts.

It was recently reported to the  
commission by W. G. Sloan, high-  
way engineer, that a survey showed  
automatic controls often held up  
traffic at intersections when there  
was no need for delay.

## NOTED R. R. EXECUTIVES TO ATTEND CONFERENCES

Special from A. D. N. Detroit Bureau  
Detroit, May 8.—When the  
Great Lakes Regional Advisory  
Board meets here May 13, its ses-  
sions will be attended by trans-  
portation executives from all over  
the country, representing some of  
the most important of the nation's  
railroads. The programs for the  
meetings will deal distinctly with  
the automobile as a factor in pas-  
senger and freight transportation.

## Geo. Weber Heads St. Louis Dealers

St. Louis, May 8.—George Weber,  
president of the Weber Implement  
and Automobile Company of St.  
Louis, Hupmobile distributor, was  
elected president of the St. Louis  
Automobile Dealers' Association at  
the annual banquet of the organi-  
zation at Hotel Claridge here.  
Mr. Weber succeeds F. C. McDon-  
ald, president of the Southwest  
Nash Company, who completed his  
second term as head of the associa-  
tion and was elected to the board  
of directors.

Guy W. Oliver, president of the  
Oliver-Cadillac Company, was  
elected vice-president; Walter H.  
Vesper, vice-president of the Ves-  
per-Buick Automobile Company,  
was re-elected treasurer, and the  
following directors were chosen:  
A. E. Archer, president of the Mc-  
Carthy-Archer Automobile Com-  
pany, Jordan distributor; J. D.  
Perry Lewis, president of the  
Lewis Automobile Company,  
Chandler distributor, and F. C. Mc-  
Donald, president of the Southwest  
Nash Company.

The rest of the directors who, with those  
newly elected, complete the official board  
of the organization, are: G. M. Berry,  
president of the Berry Motor Car Com-  
pany, Packard distributor, and of G. M.  
Berry, Inc., Chrysler distributor; John T.  
Salsbury, vice-president of the More  
Automobile, Marmon distributor, and Ed-  
ward Weber, president of the Weber Mo-  
tor Car Company, Studebaker distributor.  
A feature of the meeting was an ad-  
dress by Lynn M. Shaw, assistant man-  
ager of the National Automobile Dealers'  
Association, who spoke on cost accounting  
and used car sales in automobile dealer  
establishments and the flat rate piece  
work system in the maintenance depart-  
ments of dealers.

## New Rates Set for Travelers' Autos

New York, May 8.—Flat rates  
for the transportation of ocean  
travelers' automobiles to or from  
Europe, and elimination of worry  
over shipping details, or arrange-  
ments for touring abroad, are out-  
standing features in a new service  
for patrons of the White Star, Red  
Star, Atlantic Transport and Ley-  
land lines inaugurated Thursday  
by the International Mercantile  
Marine Company.

"Check your car uncatered as  
baggage" has been a slogan of the  
company since last year, but hith-  
erto the method of computing  
charges on each car has been  
based on the dimensions and  
weight.

Hereafter the make of the car  
and its type will determine the  
amount to be charged for its trans-  
portation across the ocean.

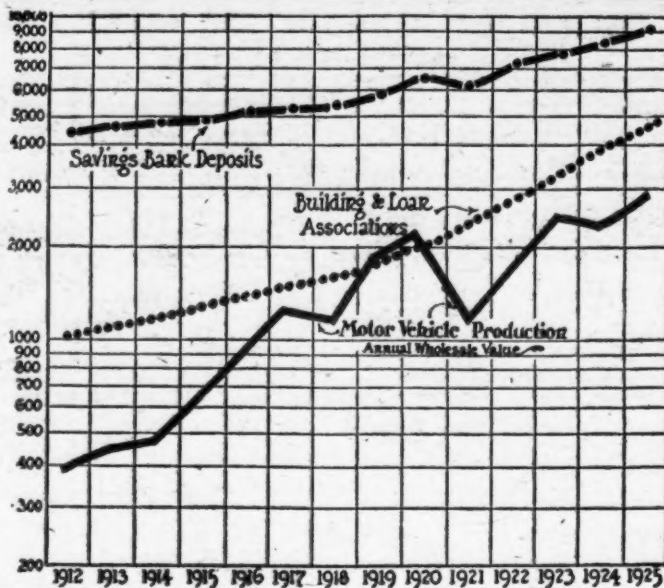
A schedule of the new rates, just  
distributed by the International  
Mercantile Marine Company to its  
agents, gives an alphabetical list of  
forty-six makes of American cars,  
and fixes one price for an open  
model and another for a closed  
model of each make.

The fees charged range from a  
minimum of \$150 to England for  
an open model or \$160 for a closed  
model of the smallest cars, to \$250  
for an open model or \$275 for a  
closed model of the heaviest car  
in the list. Prices for the return  
voyage average about 15 per cent.  
lower.

### ADVERTISEMENT

Every 2 1/4 seconds, some-  
where in the world, some  
one buys a Dunlop Tire.

**PUBLIC'S INVESTMENT** in motor vehicles has been accompan-  
ied during the past ten years by a continual upward trend in vari-  
ous forms of savings, charts below, taken from Facts and Figures  
issued by N. A. C. C., indicates increase. In the figures on the side  
six ciphers have been omitted; thus the first figure indicated as  
10,000 really represents 10,000,000,000.



## CHICAGO AUTO TRADE GOLFERS ELECT HISTED

Chicago, May 8.—J. R. Histed,  
vice-president and general manager  
of the Hudson Motor Company of  
Illinois, was elected president of the  
Chicago Automobile Golf Associa-  
tion at the annual meeting.

His associate officers are Thomas J.  
Hay, Cleveland and Chandler, first vice-  
president; Elmer Rich, Simons Company,  
second vice-president; secretary-treasurer,  
Dean Goss, Herald-Examiner.  
The following committees were named  
by Mr. Histed: Tournament—W. E. But-  
ler of the Franklin-Butler Company, chair-  
man; W. L. Beckley, Beckley-Ralston, and  
Elmer Rich, Handicap—George Norwood,  
Thomas J. Hay, Inc., chairman; H. A.  
Fletcher, Daily News, and L. A. McDerm-  
ott, Hudson-Elmer, Prizes—W. L. Beck-  
ley, chairman; C. E. Gambill, Hupmobile,

## FRISCO TO OBSERVE OPEN ROAD WEEK

San Francisco, May 8 (U. T. P.  
S.).—San Francisco will celebrate  
its "Call of the Open Road Week"  
from May 10 to 17. Open road  
week in San Francisco is an an-  
nual event during which automo-  
bile dealers on Van Ness Avenue  
droll up their show windows, hold  
open house and by advertising,  
parades and stunts endeavor to  
persuade Mr. and Mrs. Motorist  
that it is time to prepare for the  
annual camping and outing tour.

and Elmer Rich, Membership—Gordon  
Bird, Paige-Jewett, chairman; Jay Colvin,  
Linsoln, and A. H. Behrendt, Evening  
American.

## NO OVER-OUTPUT, AVERS REEVES

### Believes 1926 Busi- ness Will Equal That of 1925

(Continued from page 1)

spring demand, most factories are  
manufacturing in line with orders  
from the field. It may be that not  
all quarters of the year will be as  
heavy relatively as the first quar-  
ter, for that would mean a year's  
production of 6,000,000, which no  
one anticipates.

"It is generally felt, however,  
that business for the year will  
be as good as for 1925, and that  
year was a very healthy one in  
the motor vehicle trade.

"Motor trucks and bus makers  
expect that this will be one of the  
best years in the commercial ve-  
hicle field. Not only are independ-  
ent truck and bus companies op-  
erating successfully in fields which  
have no rail service or have inade-  
quate rail service, but also the  
railroad lines of the country are  
very rapidly increasing their motor  
equipment.

"Fifty-one railroads are now us-  
ing motor trucks to supplement  
their shipping service, and thirty-  
one steam roads or their subsid-  
iaries are using motor buses. More  
than 5,000 buses are being operated  
by electric railway companies. Ex-  
ports to more than 100 countries  
continue on the increase."

Mr. Reeves also pointed out  
that with 20,000,000 vehicles on  
the road the parts and access-  
ories makers may expect the  
largest replacement market they  
ever enjoyed. The repair cost per  
car is constantly being lowered,  
but the increased volume of ve-  
hicles more than makes up the  
difference, from a trade stand-  
point.

**Star Car sales during  
April, 1926, were 20%  
greater than the same  
month of 1925. The pub-  
lic is learning which low-  
priced car**

**has**

**MORE POWER and SUPERIOR QUALITY**

*Low-cost Transportation*

**Star Cars**



**DURANT MOTORS, INC., General Sales Dept., 1819 Bway., New York City**



## SALES IN BOSTON FOR APRIL HIGH

Increases Over Year  
Ago Range Up  
To 200%

**B**OSTON, May 8.—There is no complaint to be heard in Boston automobile salesrooms about the volume of business done during the month of April.

The reports range from a very satisfactory month to a 200 per cent. increase over last year. Many distributors report the best April in their history, not only in new, but also in used car sales.

A survey of the month's sales showed that this large selling was quite varied, being dependent largely upon weather conditions which were alternately favorable and unfavorable. In every quarter is heard extremely sanguine hopes for May. The first of this month opened with extremely favorable weather conditions and the results have been felt all along automobile row.

G. M. Sullivan, president of the newly formed Studebaker Sales Company, supplanting the Denovan Motor Company, stated that his company enjoyed a 90 per cent. increase over April, 1925, with May starting off very well. This company expects to exceed its April business this month. The used car sales by the Studebaker Company were very satisfactory, due largely, Mr. Sullivan said, to the fact that they are now selling under the national used car and certified car pledge.

The Franklin Motor Car Company reports a very good month with sales ahead of last year. The month turned out to be one of the best Aprils in the company's history, and exceeded March of this year by a goodly margin.

The Henshaw Motor Company, Boston distributor for Dodge Brothers' vehicles, boasts of 191 carloads of passenger cars for its territory alone, which is a record.

The Boston Buick Company reports a 20 per cent. increase over April of last year, and the company at present stands 200 units ahead of its 1925 business thus far for the year. The May outlook is regarded as very promising. The Nox's Buick Company, from a statement issued by Harry K. Nox, its president, is leading April of last year by 25 per cent. in actual sales and deliveries by dealers.

The Chandler-Cleveland Motor Car Company is 10 per cent. in advance of its last year's record for the month of April on both cars. This company distributed 236 new cars and 110 used cars during the thirty days of last month for the best third month of the year in the last three years.

## Used Cars Piling Up In St. Louis District

**S**t. Louis, May 8.—April this year proved to be almost identical with April of 1925 in volume of business, report several automobile dealers here. Although April showed a fairly heavy increase over March this spring, many dealers in St. Louis predict an even better improvement in the comparison of last month's totals with the amount of business that will be done during May. The first few days are showing that this will be one of the best months in the automobile business here for a long time.

The only depressing feature of the automobile market here appears to be the continued slowness of used car sales. Dealers explain the condition by pointing out that an unusual number of used cars are being taken in steadily, and the market has less since reached the flood stage.

"We look for a banner month this May," declared W. P. Murphy, sales manager of the Le Luxe Automobile Company, Oldsmobile distributor. "Fortunately, we had a remarkably heavy business in April, and bettered our March total by 21 per cent. Perhaps a bit out of the average situation among local dealers was the fact that we showed a 59 per cent. increase over business in April of the year before. I anticipate a good May business also."

That the extreme dullness of the used car market was somewhat discouraging, but that the substantial improvement of business in April above that done in March was an encouragement, was the statement of A. Weber, treasurer of the Weber Implement and Automobile Company, Hupmobile dealer.

According to I. W. Slevater, sales manager of the Gardner Motor Company, manufacturer of Gardner cars, the market situation for Gardner cars cannot be taken as a normal criterion of genuine conditions in this territory. For instance, April proved to be a much poorer month this year than last for Gardner's.

He explained this was due to the fact that production of sixes and eights was started last spring, and there were many advance orders which were filled in bunches in April, 1925. March and April were about equally healthy months for Gardner's, he said.

### KELSEY WHEEL

**W**ashington, May 8.—The Federal Trade Commission has dismissed its complaint against Kelsey Wheel Company, Inc., and others.

## Fishing Season Aids In Selling Used Cars

**S**t. Paul, May 8.—The opening of the fishing season has given the McDonald Chevrolet Company, downtown dealership, a means to get rid of a number of used cars which otherwise have been impossible to dispose of—and at a better price than would be paid by a junking shop.

"Fishing cars" is the name for them, originated by Robert McDonald, sales manager. "Buy 'em for \$35 to \$65 for those rough-and-ready jaunts to nearby fishing lakes, and save the wear and tear on your regular machine." That is the appeal—and the cars sell.

## April Leads March Sales of Cars in Chicago District

**C**hicago, May 8.—Substantial gains over the preceding month were made by a number of cars, as shown by the Cook county registrations for April. The total for the month was 9,476, as compared to 9,074 for March.

For the four months of 1926, registrations are recorded as 32,082, leading both 1925 and 1924. Thirty-five counties in northern Illinois registered 14,564 cars.

Buick was the outstanding factor in the April report, with 1,016 cars, as compared to 918 for March. Chevrolet also showed a big gain, with 1,099 for April and 951 for March. Ford, as usual, led the field, registering 1,951. Ford figures for March were 1,684.

Other cars showing gains over March were Dodge, with 980; Essex, with 307; Chrysler, with 435; Lincoln, 98; Jordan, with 88; Oakland, with 269; Willys-Knight, with 284; Peerless, with 53, and Kissel, with 25.

The Lincoln has been progressing for several months, the gain since the first of the year being about treble that for the same period of 1925. Chrysler had 352 for March and 435 for April, showing the popularity of that make in these parts.

Another car that is coming to the front in this district is the Elcar, which is now competing with some of the former more popular makes. Elcar registrations for April were fifty-four. Ajax is holding its own with older competition, having had eighty-seven for April, while the Pontiac Six evidently is making its way without reducing the sale of the Oakland. Pontiac Six registrations for April were seventy-five, while Oakland showed a gain of fifty-seven over March.

Auburn is maintaining its position, established a few months ago. It had ninety-eight for April Packard had 106 in March and 183 in April.

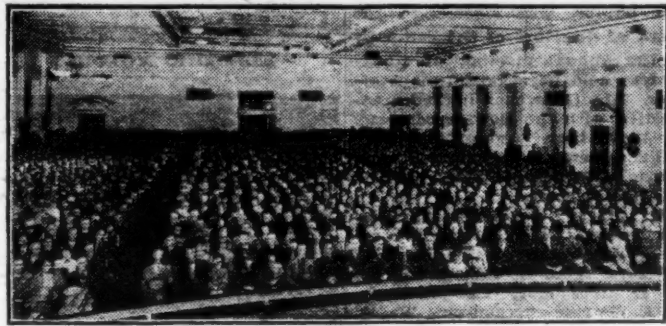
Other registrations for April were: Cadillac 135, Chandler 38, Cleveland 18, Davis 1, Durant 6, Flint 52, Franklin 16, Gardner 34, Hudson 241, Hupmobile 242, Jewett 41, Locomobile 18, Marmon 23, Moon 11, Nash 491, Oldsmobile 126, Overland 154, Paige 87, Pierce-Arrow 36, Reo 75, Rickenbacker 26, Star 27, Stearns-Knight 7, Studebaker 320, Stutz 23, Velie 13, Wills-Sainte Claire 29, Diana 17, Case 8, miscellaneous 59.

Ford led the field in northern Illinois registrations for April with 3,397, outside of Cook county. Chevrolet registered a total for April in this section of 1,866. Dodge occupied third place, with 1,421, and Buick, which finished third in Cook county, took fourth place, with 904.

### CADILLAC SALES CLASS

**D**etroit, May 8.—The twenty-five young college men who made up the second sales training class at Cadillac have completed two months of study and have now been placed in Cadillac branches in Detroit, Chicago and Philadelphia to complete their training with practical sales work. E. Phil Merrill of the Cadillac organization is in charge of the sales training courses.

**G**ETTING THE RETURNS. Fifteen hundred participants in a recent contest, conducted by the Richards-Oakland Company in Detroit, gathered in the auditorium of the General Motors Corporation to hear the outcome. More than 500 were unable to get in.



## APRIL BUSY MONTH IN SPRINGFIELD, ILL.

**S**pringfield, Ill., May 8.—April was a great month for the automobile business in Springfield. The Moseley Motor Company, Ford dealer, delivered 152 cars. The Jennings Auto Sales Company, Ford dealer, delivered 132 cars. Hatcher Company, Dodge Brothers' and Graham Brothers' dealer, reports 100 Dodge sales for the month. The Springfield Buick Company delivered forty-three Buicks, the greatest number for one month in history of the firm. McKenzie-Nash reports a banner month for Nash and Ajax. Elliott-Van Brunt, Inc., Overland and Willys-Knight dealer, states that deliveries were the heaviest of any April in seven years in business here.

### DISTRIBUTING MANUAL

**C**leveland, May 8.—"The Dill Book" is the title of a new valve and valve part manual now being distributed to the tire industry by the Dill Manufacturing Company of Cleveland, makers of Dill standard tire valves and valve parts.

## DODGE SALES INCREASE 46% IN FIRST QUARTER

**S**pecial from A. D. N. Detroit Bureau  
**D**etroit, May 8.—According to figures from the Department of Commerce, shipments of cars and trucks in the first quarter of 1926 totaled 1,085,394, a 12.1 per cent. increase over the 968,086 units shipped in the same period of 1925.

Dodge Brothers, Inc., is calling attention to the fact that for the same period its shipments of cars and trucks totaled 86,833 units, as against 59,363 in 1925. This means an increase of 27,520 units, or 46.3 per cent., and this is nearly four times the percentage of increase developed by the industry as a whole.

### IN NEW QUARTERS

**P**ueblo, Col., May 8.—The Gilman Motors Company, for seven years the exclusive dealer for the Oakland line here, has moved to a new location at 6th and Court Streets. The new garage, a stucco building 68 by 125 feet in extent, is one of the show places of Pueblo. Oakland and Pontiac cars will be handled exclusively.

## First Quarter Nets 14,443 Sales in Minn

**M**inneapolis, May 8.—Reports available today to distributors and dealers show that 14,443 automobiles were sold in Minnesota during the first quarter of 1926.

Without exception among the ten leaders, January sales were heavier than those of February and March sales generally ran from two to four times as heavy as in January.

The number of cars of various makes sold in the state during the first quarter are listed as follows: Ford, 6,611; Chevrolet, 1,592; Hudson-Essex, 991; Buick, 947; Willys-Knight-Overland, 905; Dodge, 854; Oakland-Pontiac, 402; Studebaker, 351; Nash-Ajax, 336; Oldsmobile, 269; Chrysler, 269; Star, 227; Hupmobile, 170; Paige-Jewett, 113; Packard, 59; Cadillac, 33; Moon, 36; Flint, 36; Reo, 23; Jordan, 28; Velie, 22; Gardner, 22; Lincoln, 17; Rickenbacker, 15; Chandler, 14; Franklin, 14; Auburn, 14; Peerless, 8; Pierce-Arrow, 6; Durant, 6; Wills Ste. Claire, 5; Stutz, 6; Locomobile, 4; Marmon, 3; miscellaneous, 25.

### DELCO-LIGHT MEET

**F**ranksfort, Ky., May 8.—Dealers and service men from eastern and central Kentucky for the Delco-Light Company, a subsidiary of the General Motors Company of Dayton, O., met last week at the Lexington Delco Company for the purpose of discussing the new automatic plant that has been released by the company. A. L. Weaver, branch manager of the Lexington Company, was in charge of the program.

**S**t. Louis, May 8.—The Southwest Nash Company, distributor of Nash cars and trucks in this district, has appointed the following to handle the Nash line in their respective localities: Herbert P. Holmes, La Plata, Mo.; Tucker Hill Auto & Machine Company; O. M. C. Whitener, Fredricktown, Mo.; Stockton Brothers, Tamaroa, Ill.

for Economical Transportation



By virtue of its supremacy in the field of low-priced trucks, the Chevrolet One-Ton chassis offers dealers an exceptional opportunity for volume commercial car sales.

CHEVROLET MOTOR COMPANY, DETROIT, MICH.

Division of General Motors Corporation

Touring - \$510	Coach - \$645	1/2-Ton Truck \$395
Roadster - 510	Sedan - 735	(Chassis Only)
Coupe - 645	Landau - 765	1-Ton Truck 550
		(Chassis Only)

All Prices f. o. b. Flint, Mich.

Q U A L I T Y A T L O W C O S T



## Milwaukee Parts Mfrs. Report Boom

Milwaukee, May 8.—Manufacturers of automotive parts and equipment in Milwaukee are experiencing an unusual boom in business, according to a survey conducted in this vicinity. This branch of the metal trades industry is said to be the greatest beneficiary of a prosperous season for the entire industry.

Automobile parts of all kinds, it was said, are in great demand at the present time, not only for local use, but for shipment to widely scattered points. The local demand, as well as the demand for shipping, is reported to be far greater than a year ago. Several local manufacturers have installed additional equipment and facilities for increasing the output of their plants.

Business in the automotive parts trade reflects general business conditions in this territory, where most branches of industry are prospering at the present time and where labor conditions are good.

## TIMKEN CO. DECLARES 25c. EXTRA DIVIDEND

New York, May 8.—Timken Roller Bearing Company declared an extra dividend of 25 cents and regular quarterly dividend of 75 cents, payable June 5 to stock of record May 19. This is the same payment as in preceding quarters.

## S. F. BOWSER COMPANY RE-ELECTS OFFICERS

Fort Wayne, Ind., May 8.—H. J. Grosvenor, vice-president of the S. F. Bowser Company, manufacturers of gasoline and oil tanks and pumps, was elected to the board of directors of the company at the annual meeting of stockholders held here at the plant offices. Mr. Grosvenor has been associated with the Bowser company for more than a quarter century and the honor was conferred upon him in recognition of his long and valuable services.

All officers were re-elected at the meeting. S. F. Bowser was re-named chairman of the board of directors; S. B. Bechtel, president; H. J. Grosvenor, vice-president; L. E. Porter, treasurer; W. A. Bersch, controller; W. J. Vesey, general counsel, and E. D. Eggleman, secretary of the board of directors.

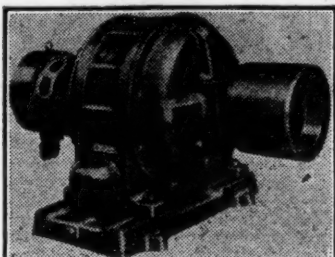
## GORRELL ON COMMITTEE

Indianapolis, Ind., May 8.—Announcement has been made of the appointment of E. S. Gorrell, vice-president of the Stutz Motor Car Company of America, as a member of a special committee of the United States Chamber of Commerce to make a study of the aeronautic situation, with a view to furthering the development of civil and commercial aeronautics in this country.

## New Automotive Equipment

This department is devoted to the newest developments in automobile accessories, replacement parts and shop equipment. Its columns are open to manufacturers, who are invited to submit descriptions and illustrations of their latest products.

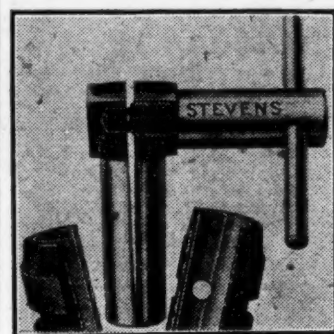
### ELECTRIC MOTORS



Types TS and QS Synchronous motors of the "7500 Series" are made by the General Electric Company, Schenectady, N. Y., and are said to be adapted for general purposes and will drive any load, the torque requirements of which have been met by the standard squirrel cage induction motor.

Since the standard induction motor mechanical parts have been used, these synchronous motors are said to have all the reliability and strength of the Type KT induction motor together with the additional features of higher efficiency and ability to operate at 1.0, 0.9 or 0.8 power factor.

### CAMSHAFT BEARING SPLITTER



Stevens & Co., 375 Broadway, New York city, has added a new unit to its Speed-Up line of garage equipment, called the camshaft bearing splitter. This new tool is said to solve another of the many troublesome problems to meet with in repair shops. The tongue of the new tool is slipped into the bearing, then by turning the key the tongue is spread apart, splitting the bearing in two.

## KEHAWKE MFG. CO. BUILDING NEW PLANT

Minneapolis, May 8.—Work has been started on the new \$75,000 factory for the Kehawke Manufacturing Company, makers of the Kehawke buffing outfit, wrenches, and a valve base vulcanizer as well as equipment and material for the Hawkinson system of repair. The factory is located on Western Avenue between Aldrich and Colfax Avenues N.

This company, organized less than four years ago, has set a half million dollar sales quota for the year, according to F. J. Kerner, president. Kerner is also president of the Northwestern Tire Company. Paul E. Hawkinson, vice-president, is the inventor of the tire repair machinery and materials.

## CHARLOTTE ACCESSORY MEN AT C. OF C. SMOKER

Charlotte, N. C., May 8.—Two hundred auto accessory dealers from Charlotte and surrounding towns attended the smoker at the Chamber of Commerce here this week and heard Harry Kirkland of Chicago, special merchandising representative of the Automotive Equipment Association, and Ray Sherman of New York speak on better merchandising methods.

Tom Glasgow of the Glasgow Stewart Company presided over the smoker.

# CURRENT PRICES OF PASSENGER CAR MODELS

<b>AJAX—6-cyl. 108 W. B.</b> 5 Touring ...\$1,585 1/2 Sedan ...\$1,995 <b>AUBURN—4-cyl. 120 W. B.</b> 4 Roadster ...\$1,145 1/2 Coupe ...\$1,175 5 Touring ...\$1,145 1/2 Sedan ...\$1,195 <b>AUBURN—6-cyl. Model 66. 121 W. B.</b> 6 Touring ...\$1,335 1/2 Coupe ...\$1,445 4 Roadster ...\$1,335 1/2 Sedan ...\$1,495 5 W. Sedan ...\$1,745 1/2 Sedan ...\$1,695 <b>AUBURN—8-cyl. 129 W. B.</b> 5 Roadster ...\$1,695 1/2 Coupe ...\$1,745 6 Touring ...\$1,695 1/2 Sedan ...\$1,995 6 Brougham ...\$1,795 1/2 W. Sedan ...\$2,045	<b>DAVIS—6-cyl. Model 93. 109 W. B.</b> 3 Coupe ...\$1,285 1/2 Touring ...\$1,285 5 Sedan ...\$1,285 <b>DAVIS—6-cyl. Model 92. 115 W. B.</b> 5 Phaeton ...\$1,395 1/2 Sedan ...\$1,595 4 Touring ...\$1,495 1/2 Imp. Sedan ...\$1,795 4 Roadster ...\$1,495 1/2 Berline ...\$1,795 <b>DIANA—8-cyl. 125 1/2 W. B.</b> 5 Brougham ...\$1,995 1/2 Dr. de L. Sed. ...\$2,195 2 Roadster ...\$1,795 1/2 Pass. Sedan ...\$2,695 5 Cabriolet ...\$2,095 Berlin Sedan ...\$2,895 <b>DODGE BROS.—4-cyl. 116 W. B.</b> 5 Touring ...\$795 Spt. Roadster ...\$880 5 Spec. Touring ...\$845 1/2 Spec. Cpe B. ...\$895 2 Roadster ...\$795 1/2 Sedan B. ...\$895 2 Spec. Roadsters ...\$845 1/2 Spec. Sed. B. ...\$945 2 Coupe Broom. ...\$845 1/2 De L. Sedan ...\$1,075 Spt. Touring ...\$880 <b>ELCAR—4-cyl. 116 W. B.</b> 5 Touring ...\$1,095 1/2 Coach ...\$1,195 5 Sedan ...\$1,395 1/2 Roadster ...\$1,295 3 Coupe ...\$1,295 <b>ELCAR—6-cyl. 116 W. B.</b> 5 Touring ...\$1,295 1/2 Sedan ...\$1,395 5 Sedan ...\$1,695 1/2 Coupe ...\$1,495 4 Roadster ...\$1,495 <b>ELCAR—8-cyl. 127 W. B.</b> 7 Touring ...\$2,265 1/2 Coupe ...\$2,095 4 Roadster ...\$2,315 1/2 Coupe ...\$2,195 7 Sedan ...\$2,765 1/2 Sedan ...\$2,265 <b>ESSEX (Delivered prices in Detroit)</b> Coach ...\$789 <b>FLINT—4-cyl. Model B-60. 115 W. B.</b> 4 Roadster ...\$1,395 1/2 Sedan ...\$1,625 Roadster Cpe. ...\$1,495 1/2 Broum. 2 d. ...\$1,575 5 Touring ...\$1,255 <b>FLINT JUNIOR—110 W. B.</b> 5 Coach ...\$1,085 1/2 De L. Coach ...\$1,185 <b>FLINT—6-cyl. Model E-80. 120 W. B.</b> 4 Touring ...\$1,695 1/2 Coupe ...\$2,045 4 Roadster ...\$1,945 1/2 Sedan ...\$2,195 5 Sport Tour. ...\$1,945 1/2 Sedan ...\$2,395 <b>FORD—4-cyl. Model T. 100 W. B.</b> (With starter and demountable rims. Balloon tire equipment \$25 extra) 2 Roadster ...\$520 1/2 Tudor Sedan ...\$520 5 Touring ...\$540 1/2 Fordor Sedan ...\$565 2 Coupe ...\$645 1/2 Landau ...\$765 <b>FRANKLIN—6-cyl. Model 11-A. 119 W. B.</b> 3 Roadster ...\$2,690 Oxford Sedan ...\$2,865 5 Touring ...\$2,635 1/2 Sport Sedan ...\$2,910 3 Coupe ...\$2,645 1/2 E-D Limous. ...\$2,990 5 Sedan ...\$2,790 1/2 Cabriolet ...\$4,400 Sedan Aux sts. ...\$2,840 1/2 Rum. Coupe ...\$2,760 <b>GARDNER—6-cyl. 117 W. B.</b> 5 A.C. Phaeton ...\$1,395 1/2 Imperial Sedan ...\$1,695 4 Roadster ...\$1,395 1/2 Cabriolet ...\$1,695 5 Brougham ...\$1,645 <b>GARDNER—8-cyl. 125 W. B.</b> 5 A.C. Phaeton ...\$1,795 1/2 Sedan ...\$2,095 4 Roadster ...\$1,795 1/2 Cabriolet ...\$2,095 5 Brougham ...\$1,895 <b>GRAY—4-cyl. Model O. 105 W. B.</b> 5 Touring ...\$595 1/2 Sedan ...\$845 <b>HERTZ D. 114 W. B.</b> 5 Touring ...\$1,495 1/2 Sedan ...\$1,795 <b>HUDSON (Delivered prices in Detroit)</b> Coach ...\$1,209 1/2 Sedan ...\$1,695 Brougham ...\$1,464 <b>HUPMOBILE—6-cyl. 114 W. B.</b> 5 Touring ...\$1,325 1/2 Sedan ...\$1,385 2 Pass. Coupe ...\$1,385 <b>HUPMOBILE—8-cyl. Model E. 125 W. B.</b> 5 Touring ...\$1,945 1/2 Sedan ...\$2,345 2 Coupe ...\$2,345 1/2 Berline ...\$2,445 7 Touring ...\$2,045 <b>JEWETT—6-cyl. "New Day"</b> 5 2-Door Sedan ...\$995 1/2 Sedan de L. ...\$1,095 5 Tour. De L. ...\$1,095 <b>JORDAN—8-cyl. 125 1/2 W. B.</b> 5 Touring ...\$2,275 1/2 Sedan ...\$2,675 5 Brougham ...\$2,575 1/2 Sedan ...\$2,675 <b>JORDAN—8-cyl. 116 W. B.</b> 4 Roadster ...\$1,845 1/2 Sedan ...\$1,845 4 Victoria ...\$1,985 1/2 Sedan ...\$2,000	<b>KISSEL—6-cyl. Model 55. 121 W. B.</b> 5 Phaeton ...\$1,585 1/2 Coupe ...\$2,085 7 Touring ...\$1,685 1/2 Broug. Sedan ...\$1,995 2 Speedster ...\$1,795 1/2 Enc. Speed. ...\$2,085 5 Brougham ...\$1,695 1/2 Enc. Speed. ...\$2,185 4 Speedster ...\$1,895 1/2 Victoria ...\$2,185 4 Tourster ...\$1,795 1/2 Sedan ...\$2,385 <b>KISSEL—6-cyl. De Luxe Model 55. 121 W. B.</b> 5 Phaeton ...\$1,785 1/2 Brou. Sedan ...\$2,485 2 Roadster ...\$1,885 1/2 Coupe ...\$2,485 4 Tourster ...\$1,985 1/2 Enc. Speed. ...\$2,685 2 Speedster ...\$2,085 1/2 Enc. Speed. ...\$2,685 4 Speedster ...\$2,185 1/2 Sedan ...\$3,085 4 Coupe ...\$2,485 1/2 Berlin-Sedan ...\$3,385 <b>KISSEL—8-cyl. Model 75. 137 W. B.</b> 5 Phaeton ...\$1,985 1/2 Coupe ...\$2,485 7 Touring ...\$2,085 1/2 Broug. Sedan ...\$2,395 5 Brougham ...\$2,095 1/2 Enc. Speed. ...\$2,485 2 Speedster ...\$2,195 1/2 Enc. Speed. ...\$2,585 4 Speedster ...\$2,295 1/2 Victoria ...\$2,585 4 Tourster ...\$2,195 <b>KISSEL—8-cyl. De Luxe Model 75. 137 W. B.</b> 5 Phaeton ...\$2,185 1/2 Brou. Sedan ...\$2,985 7 Touring ...\$2,285 1/2 Victoria ...\$2,585 4 Tourster ...\$2,385 1/2 Enc. Speed. ...\$2,685 2 Speedster ...\$2,485 1/2 Enc. Speed. ...\$2,685 4 Speedster ...\$2,585 1/2 Sedan ...\$3,485 4 Coupe ...\$2,885 1/2 Berlin-Sedan ...\$3,585 <b>LINCOLN—8-cyl. 136 W. B.</b> 7 Touring ...\$4,000 1/2 Spt. Phaeton ...\$4,900 2 Roadster ...\$4,000 1/2 Coupe ...\$5,100 5 Phaeton ...\$4,000 1/2 Sedan ...\$5,900 2 Club Road ...\$4,500 1/2 Sedan ...\$6,100 7 Sport Tour ...\$4,500 1/2 Limousine ...\$6,300 5 Coupe ...\$4,600 1/2 Berline ...\$6,600 4 Sedan ...\$4,800 1/2 Brougham ...\$6,400 <b>LOCOMOBILE—6-cyl. "48." 142 W. B.</b> 4 Sport ...\$7,460 1/2 Brougham ...\$10,040 7 Touring ...\$7,460 1/2 Vic. Sedan ...\$10,050 7 Limousine ...\$9,500 1/2 Enc. Lim. ...\$10,050 4 Roadster ...\$9,600 1/2 Cabriolet ...\$10,300 <b>LOCOMOBILE—6-cyl. "90." 138 W. B.</b> 4 Touring ...\$5,500 1/2 Sedan ...\$7,450 4 Roadster ...\$5,500 1/2 Brougham ...\$7,500 4 Coupe ...\$6,500 1/2 E D Lim. ...\$7,500 5 Sedan ...\$7,300 1/2 Non Coll Cab ...\$7,600 <b>LOCOMOBILE—Junior Eight. 124 W. B.</b> 5 Touring ...\$1,785 1/2 Sedan ...\$2,285 4 Roadster ...\$2,150 1/2 Brougham ...\$2,285 4 Coupe ...\$2,265 <b>M'FARLAN—6-cyl. "S. V." 127 W. B.</b> 5 Touring ...\$2,650 1/2 Sedan ...\$3,180 2 Roadster ...\$2,650 1/2 Coupe ...\$3,180 7 Touring ...\$2,750 1/2 Sedan ...\$3,280 <b>M'FARLAN—6-cyl. "T. V." 140 W. B.</b> 4 Spt. Touring ...\$5,600 1/2 Sedan ...\$6,720 7 Touring ...\$5,700 1/2 Tour. Sedan ...\$6,810 2 Roadster ...\$5,400 1/2 Suburban ...\$7,110 7 Sport Sedan ...\$6,600 1/2 Limousine ...\$7,110 2 Coupe ...\$6,780 1/2 Town Car ...\$9,000 5 Brougham ...\$6,780 <b>M'FARLAN—8-cyl. 131 W. B.</b> 2 Roadster ...\$2,650 1/2 Coupe ...\$3,180 5 Touring ...\$2,650 1/2 Coach Broom. ...\$3,180 7 Touring ...\$2,750 1/2 Sedan ...\$3,280 5 Sedan ...\$3,180 1/2 Sub sedan ...\$3,180 <b>MARMON—6-cyl. 136 W. B.</b> 7 Touring ...\$3,295 1/2 Sedan ...\$3,370 2 Speedster ...\$3,295 1/2 Sp. Sedan ...\$3,395 4 Speedster ...\$3,295 1/2 Sp. Brough. ...\$3,395 5 Phaeton ...\$3,295 1/2 Pass. Sedan ...\$3,470 6 Sedan ...\$3,295 1/2 Sedan ...\$3,775 5 Brougham ...\$3,295 1/2 Sedan ...\$3,850 4 Victoria ...\$3,295 1/2 Sedan Lim. ...\$3,900 2 Coupe ...\$3,295 1/2 Sedan Lim. ...\$3,975 <b>MOON—6-cyl. 123 W. B. (London)</b> 5 Touring ...\$1,985 1/2 Pet. Sedan ...\$2,540 7 Touring ...\$1,985 <b>MOON—6-cyl. 113 W. B.</b> 5 Touring ...\$1,195 1/2 De L. Sedan ...\$1,495 5 Roadster ...\$1,395 1/2 Cabriolet ...\$1,545 5 Coach ...\$1,295 1/2 De L. Sedan ...\$1,595 5 Sedan ...\$1,445 <b>NASH—6-cyl. Advanced. 121 W. B.</b> 5 Touring ...\$1,340 1/2 Roadster ...\$1,475 5 Sedan ...\$1,425 1/2 Sedan ...\$1,525 Recent price changes are in bold face.	<b>NASH—6-cyl. Advanced. 127 W. B.</b> 7 Touring ...\$1,490 1/2 Coupe ...\$1,990 4 Victoria ...\$1,790 1/2 Sedan ...\$2,090 <b>NASH SPECIAL—112 1/2 W. B.</b> 2 Roadster ...\$1,115 1/2 Sedan ...\$1,215 5 Touring ...\$1,135 1/2 Sedan ...\$1,315 2 Bus. Coupe ...\$1,165 1/2 Sedan ...\$1,445 <b>OAKLAND—6-cyl. 113 W. B.</b> 5 Touring ...\$1,025 1/2 Sport Road. ...\$1,175 5 Coach ...\$1,095 1/2 Sedan ...\$1,195 3 Coupe ...\$1,135 1/2 Land. Sedan ...\$1,295 <b>OLDSMOBILE—6-cyl. 110 1/2 W. B.</b> 5 Touring ...\$875 1/2 Del L. Coupe ...\$990 2 Pass. Coupe ...\$925 1/2 Sedan ...\$1,025 5 Coach ...\$950 1/2 De L. Coach ...\$1,040 4 Roadster De L. ...\$975 1/2 De L. Sedan ...\$1,115 5 De L. Tour. ...\$980 <b>OVERLAND—4-cyl. 100 W. B.</b> 5 Touring ...\$495 1/2 2-Door Sedan ...\$595 5 Sedan De L. ...\$695 <b>OVERLAND—6-cyl. 112 1/2 W. B.</b> 5 Sedan ...\$935 1/2 Sedan De L. ...\$1,095 <b>PACKARD—6-cyl. 126 W. B.</b> 4 Coupe ...\$2,585 1/2 Phaeton ...\$2,585 5 Sedan ...\$2,585 1/2 Roadster ...\$2,785 <b>PACKARD—6-cyl. 133 W. B.</b> 7 Touring ...\$2,785 1/2 Club Sedan ...\$2,725 7 Sedan ...\$2,785 1/2 Sedan Lim. ...\$2,885 <b>PACKARD—8-cyl. 136 W. B.</b> 5 Phaeton ...\$3,750 1/2 Coupe ...\$4,650 4 Roadster ...\$3,950 1/2 Sedan ...\$4,750 <b>PACKARD—8-cyl. 143 W. B.</b> 7 Touring ...\$3,950 1/2 Sedan ...\$5,000 5 Club Sedan ...\$4,890 1/2 Sedan Lim. ...\$5,100 <b>PAIGE—6-cyl. 115 W. B.</b> 5 2-dr. Brough. ...\$1,295 <b>PAIGE—6-cyl. 131 W. B.</b> 5 Sed. De L. ...\$1,670 1/2 Sur. Limous. ...\$2,245 5 Sedan ...\$1,495 1/2 Cab. Roadster ...\$2,295 7 De L. Sedan ...\$1,995 <b>PEERLESS—6-cyl. 126 1/2 W. B.</b> 5 Touring ...\$1,895 1/2 Sedan ...\$2,395 5 Coupe ...\$2,295 <b>PEERLESS—6-cyl. 133 1/2 W. B.</b> 7 Touring ...\$1,995 1/2 Sedan ...\$2,595 2 Sp. Roadster ...\$2,195 1/2 Limousine ...\$2,695 <b>PEERLESS—6-cyl. 116 W. B.</b> 5 Touring ...\$1,395 1/2 2-dr. Sedan ...\$1,545 5 Sedan ...\$1,595 <b>PEERLESS—8-cyl. 133 1/2 W. B.</b> 5 Sedan ...\$3,495 1/2 Sub Sedan ...\$3,595 <b>PIERCE-ARROW—6-cyl. "80." 130 W. B.</b> 2 Roadster ...\$2,895 1/2 Lim. Coach ...\$3,450 7 Phaeton ...\$2,895 1/2 Coupe ...\$3,695 4 Touring ...\$3,095 1/2 Sedan ...\$3,995 5 Coach ...\$3,150 1/2 Sedan ...\$3,995 5 4-Door Coach ...\$3,250 1/2 Enc. Lim. ...\$4,045 4 Door Coach ...\$3,500 <b>PIERCE-ARROW—6-cyl. "83." 138 W. B.</b> 7 Touring ...\$5,250 1/2 Sedan ...\$7,000 2 Roadster ...\$5,250 1/2 Enc. Lim. ...\$7,000 4 Touring ...\$5,250 1/2 Fr. Lim. ...\$7,000 5 Touring ...\$5,250 1/2 Sed. Landau ...\$7,500 3 Coupe ...\$6,800 1/2 Fr. Landau ...\$7,500 4 Sedan ...\$6,800 1/2 Sal. Landau ...\$8,000 4 Coupe Sedan ...\$6,800 1/2 Coupe Lab. ...\$8,000 4 Enc. Lim. ...\$7,000 1/2 Enc. Landau ...\$8,000 7 Limousine ...\$7,000 <b>PONTIAC—6-cyl. 110 W. B.</b> 5 Coach ...\$825 1/2 Coupe ...\$825 <b>REO—6-cyl. 120 W. B.</b> 5 Touring ...\$1,350 1/2 Sedan ...\$1,565 5 Spec. Tour. ...\$1,395 1/2 Sedan ...\$1,745 2 Coupe ...\$1,495 1/2 Roadster ...\$1,665 5 Coupe Spec. ...\$1,665 <b>RICKENBACKER—6-cyl. 117 W. B.</b> 5 Phaeton ...\$1,750 1/2 Coupe Road. ...\$1,920 7 Phaeton ...\$1,795 1/2 Coupe del. ...\$1,935 4 Roadster ...\$1,895 1/2 Sedan ...\$2,085 5 Coupe Sed. ...\$1,995 1/2 Sedan ...\$2,195 5 Brougham ...\$1,895	<b>RICKENBACKER—8-cyl. 121 1/2 W. B.</b> 5 Phaeton ...\$2,150 1/2 Coupe Road. ...\$2,320 7 Phaeton ...\$2,195 1/2 Coupe de L. ...\$2,395 4 Roadster ...\$2,195 1/2 Sedan ...\$2,495 5 Coupe Sedan ...\$2,095 1/2 Sedan ...\$2,695 5 Brougham ...\$2,295 <b>ROAMER—8-cyl. Model 88</b> 5 Touring ...\$2,495 1/2 Brougham ...\$2,895 5 Sport Tour. ...\$2,750 1/2 Sedan ...\$3,285 2 Speedster ...\$2,985 1/2 Sedan De L. ...\$3,785 <b>ROAMER—6-cyl. Model 50</b> 5 Sport Tour. ...\$1,295 1/2 Coupe ...\$1,395 5 Bus. Coupe ...\$1,395 1/2 Sedan De L. ...\$1,695 2 Roadster ...\$1,385 <b>ROAMER—Special 8</b> 2 Pass. R'ter. ...\$1,895 1/2 Pass. Sedan ...\$1,985 2 Pass. Coupe ...\$1,985 <b>STAR—4-cyl. 103 W. B.</b> 5 Touring ...\$325 1/2 2 Door Coach ...\$695 2 Roadster ...\$325 1/2 Sedan ...\$795 5 Coupester ...\$610 <b>STAR—6-cyl. 107 W. B.</b> 5 Touring ...\$695 1/2 Coach ...\$880 5 Coupester ...\$745 1/2 Sport Roadster ...\$910 5 Coupe ...\$820 1/2 Landau Sedan ...\$910 <b>STEARNS-KNIGHT—6-cyl. 121 W. B.</b> 4 Touring ...\$1,875 1/2 Coupe ...\$2,35 5 Touring ...\$1,875 1/2 Sedan ...\$2,475 2 Spt. Coupe ...\$2,185 1/2 Brougham ...\$2,475 <b>STEARNS-KNIGHT—6-cyl. 130 W. B.</b> 5 Touring ...\$2,395 1/2 Brougham ...\$2,750 4 Militaire ...\$2,395 1/2 Coupe ...\$2,850 7 Touring ...\$2,495 1/2 Sedan ...\$3,150 4 Roadster ...\$2,750 1/2 Sport Sedan ...\$3,050 5 Sedan ...\$2,950 <b>STEVENS-DURYEA—6-cyl. 138 W. B.</b> 7 Touring ...\$7,500 1/2 Sedan ...\$10,000 5 Coupe ...\$9,000 1/2 Limousine ...\$10,175 <b>STUDEBAKER—Standard Six. 113 W. B.</b> 5 Phaeton ...\$1,145 1/2 Spt. Phaeton ...\$1,255 3 Roadster ...\$1,125 1/2 C. C. Coupe ...\$1,395 5 Coach ...\$1,195 1/2 W. Sedan ...\$1,295 3 Spt. Roadster ...\$1,295 1/2 Sedan ...\$1,395 <b>STUDEBAKER—Special Six. 120 W. B.</b> 5 Phaeton ...\$1,445 1/2 Brougham ...\$1,795 3 Roadster ...\$1,395 1/2 Victoria ...\$1,750 4 Spt. R'dster. ...\$1,695 1/2 Sedan ...\$1,895 5 Coach ...\$1,445 <b>STUDEBAKER—Bix Six. 127 W. B.</b> 7 Phaeton ...\$1,775 1/2 Sedan ...\$2,145 5 Coupe ...\$2,045 1/2 7-Berline ...\$2,225 5 Brougham ...\$2,095 <b>STUDEBAKER—Bix Six. 120 W. B.</b> 5 Sp. Phaeton ...\$1,575 1/2 Sedan ...\$1,895 5 Club Coup. ...\$1,650 <b>STUTZ—8-cyl. 131 W. B.</b> 2 Speedster ...\$2,395 1/2 Brougham ...\$2,995 4 Speedster ...\$2,995 1/2 Vic. Coupe ...\$2,995 5 Sedan ...\$2,995 1/2 Coupe ...\$2,995 <b>VELIE—6-cyl. 118 W. B.</b> 5 Club Phaeton ...\$1,450 1/2 Brougham ...\$1,425 5 New Sedan ...\$1,450 1/2 Royal Sedan ...\$1,750 4 Club Roadster ...\$1,495 1/2 De L. Sedan ...\$2,150 5 Coupe ...\$1,450 <b>WILLIS-STE. CLAIRE—T-6. 127 W. B.</b> 4 Roadster ...\$2,700 1/2 Sedan ...\$3,250 4 G.G. Trav. ...\$2,700 1/2 Enc. Dr. Lim. ...\$3,350 5 St. Sedan ...\$3,150 1/2 Cab. Roadster ...\$3,650 5 Spec. Sedan ...\$3,150 1/2 4-Dr. Brough. ...\$3,750 <b>WILLIS-KNIGHT—4-cyl. 118 W. B.</b> 5 Touring ...\$1,195 1/2 Coupe Sedan ...\$1,395 3 Coupe ...\$1,395 1/2 Brougham ...\$1,695 5 Sedan ...\$1,450 <b>WILLIS-KNIGHT—6-cyl. 126 W. B.</b> 5 Touring ...\$1,750 1/2 Brougham ...\$2,095 2 Roadster ...\$1,750 1/2 Coupe ...\$2,195 5 Coupe Sedan ...\$2,095 1/2 Sedan ...\$2,295 7 Touring ...\$1,950 1/2 Sedan ...\$2,495 <b>WILLIS-KNIGHT—6-cyl. 113 1/2 W. B.</b> 5 Touring ...\$1,295 1/2 Sedan ...\$1,490
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## Truck Service on Short Hauls Takes Business From R. R.

Pinehurst, N. C., May 8.—Competition among commercial motor lines and with railroads should be regulated to the same extent as the railroads, according to a preliminary report by a committee of the commerce and marine commission of the American Bankers' Association.

For distances up to thirty miles suburban hauling by motor truck offers a more flexible and convenient service than any other form of transportation, and railroad officials generally admit that the trucks are better adapted to this traffic than they are, the report recites. The statement is prepared for the executive council here of the bankers' association.

"Overland trucking companies operating over thirty miles compete with the railroads to a greater degree," the report continues. "In many cases these companies haul commodities in carload quantities and over many routes provide more rapid transit than the railroads. In states where there is little or no regulation soundly operated trucking companies are forced to compete with irresponsible operators who cut rates. No class of commercial trucking operation, whether conducted under state regulations or not, seems to be earning a fair profit, generally speaking.

"Motor coach operation is regulated by state commissions more extensively, and many lines, located advantageously with reference to sources of traffic and able to provide more frequent or convenient service than the rail lines, have been profitable. On the whole, however, motor coach operation has not been highly profitable. For distances up to 100 miles coach companies offering the equivalent of parlor car accommodations generally charge fares slightly above railroad fares. Because of the inability of the motor coach to compete with the railroad in speed for long distances, motor coach fares for distances over 100 miles generally are established below railroad

## R. R. Co. at St. Paul Uses Truck Fleet

St. Paul, May 8.—A fleet of ninety-five motor trucks and trailers has begun short haul freight operations into and out of the Minnesota Transfer rail yards to expedite the service of the Chicago, Milwaukee and St. Paul and Chicago, St. Paul, Minneapolis and Omaha roads.

Within ten days an additional fleet of fifty tractors and 150 trailers will be added, comprising one of the most extensive single motorized freight transportation services in operation by railroads anywhere in the United States.

The trucking will be done, at present, under contract with the Murphy Transfer Company. This company has for several months been operating a similar "L. C. L." service for the Great Northern Railway company.

Negotiations for similar service by the Chicago Great Western, Chicago, Rock Island and Pacific and Chicago, Burlington and Quincy roads are in progress, it is understood here.

## HARTVILLE TIRE CO. TO INCREASE OUTPUT

Canton, O., May 8.—The factories of the Hartville Tire and Rubber Company, which recently acquired the defunct Monarch Rubber Company of Hartville, will operate the month of May on slightly increased schedules, with production in excess of 600 tires a day, Paul G. Himmelright, in charge of operations, has announced.

No drastic changes in policy or operation have been ordered by the new owners, a group of Canton business men, it was said. According to Mr. Himmelright, 95 per cent. of the tires being turned out are cords and less than 100 fabric casings a week are being made. Preparatory to increasing production some expansion is being made in facilities and machinery.

fares to attract patronage. Motor competition in the transportation of passengers has affected railroad passenger revenues noticeably.

## SPRING ACTIVITY AIDS TRUCK SALES

### Motor Transportation Gaining Favor Rapidly

CHICAGO, May 8.—Increasing demand for both light and heavy trucks was reported by the majority of dealers in the Chicago territory at the close of April business.

Sales took a decided spurt following the advent of better weather and road conditions. While none of the truck corporations has yet totaled the month's transactions it is fairly definitely known that April sales were higher than sales for April, 1925.

E. R. Frech of General Motors declared that indications pointed to a satisfactory increase during the ensuing weeks. Mack's sales manager, A. B. Brightman, was especially enthusiastic over the present sales situation. "Mack trucks have registered a heavy jump in sales during the last two weeks," he said, "and a general acceleration of traffic is already quite noticeable."

Diamond T was the only company to report slow business. J. A. Coudret, assistant sales manager, stated that he could not account for this condition, but that his salesmen were expecting better results soon.

### SAN ANTONIO

San Antonio, Tex., May 8.—That this section is rapidly developing bus and motor transportation is becoming more evident each month. A rapid increase in favor of such transportation has become more evident since the first of the year and is growing daily.

Studebaker, Reo, Graham Bros. and White are well represented here. The San Antonio Public Service Company is using twenty-two Reo type "W" buses on its various lines, together with seven Packards and one Yellow coach.

The White Sightseeing Company is using two Studebaker de luxe buses for trips in and around the city. The Red Ball Bus Lines and the Union Bus Lines have both added buses during the past few weeks and are making preparations to increase this equipment.

The White Company has been demonstrating a de luxe type bus here during the past week which has created considerable interest and comment.

Increased building, together with the development of farm lands in the vicinity of San Antonio, has had much to do with the sale of trucks and other motor transportation. The Federal dealership reports good business, as does the Reo, Ford dealers are enjoying good trade. The Dodge dealership—Wooten & Hundley—is making several deliveries each month on light delivery trucks. The same may be said of the two Chevrolet dealers—Smith Motor Sales Company and Ormsby Chevrolet Company.

Discovery of oil in and around San Antonio has increased business in heavy duty trucks and tractors as well as similar equipment. The J. W. Francis Company, dealer for Indiana trucks and equipment, reports good sales of these trucks, together with trailer equipment.

### BUFFALO

Buffalo, N. Y., May 8.—Truck distributors and dealers here are more optimistic in their outlook for May business than they have been in any preceding month this year. A number of dealers report the volume of sales in April as having gone beyond their expectations, while the list of prospective buyers is so large that May business is assured of being ever greater in volume than the month just closing.

General Motors and Yellow Cab trucks have been selling in very satisfactory volume, according to R. J. Reiman, distributor. Unseasonable weather, however, has had somewhat of a depressing effect on sales in smaller trucks, used by gardeners and fruit growers in this section, but there are some live prospects in this field. Mr. Reiman said that business improved toward the end of the month and this improvement is on a steady upward trend, leading into a live May business.

L. H. Timmerman, manager of the distributing office here for Commerce trucks, said that April was an excellent month, with sales speeding up toward the end of the period. One and a half ton trucks are in best demand just now, much of this business coming from commercial and wholesale houses.

E. F. Howell of the distributing office for the Mack International Motor Truck Corporation was probably the most optimistic dealer interviewed.

"April was the biggest month the Buffalo Mack office has ever had," he said. "We look for May to produce a greater volume of business than the month just closed, and I have every reason to believe that we are going to close a record year here. The demand for the two and a half and three and a half ton trucks is greater just now than in lighter machines."

### DISCUSSES LUBRICATION

Cleveland, May 8.—John J. Turner, president of the Alemite Lubricator Company, is back from a tour of Northern Ohio towns where he gave a series of addresses on lubrication of automobiles.

## FEDERAL STAR CLUB HAS MEMBERSHIP CONTEST

Special from A. D. N. Detroit Bureau  
Detroit, May 8.—John M. Howard, Federal Motor Truck Company, says that members of the retail forces are working to qualify as members of the Federal Star Club. The club is six years old and numbers on its roster some of the best truck salesmen in America. Membership, which is regarded as a very high honor, is open to all Federal retail salesmen, and Mr. Howard says that the race to get into the club this year is the hottest in history. Last year sixty-two of the 150 original entrants won membership.

Winning contestants are brought to Detroit at factory expense to attend the annual sales convention. Prizes for ability are offered in each division and in addition to these a grand capital prize is hung up for the salesman who secures the greatest number of points over the quota for his class.

### BUS PERMIT GRANTED

Duluth, Minn., May 8.—Permission has been granted by the Minnesota Railroad and Warehouse Commission to the Duluth Street Railway Company allowing it to operate four bus lines as subsidiaries of the trolley service. The buses will serve as feeders from suburban districts in three instances and in the fourth case the bus will operate in competition with trolleys between Duluth and Superior.

## FARM POWER MACHINES AND TRUCKS IN DEMAND

Milwaukee, May 8.—An increasing demand for trucks and farm-power machinery is being felt in Wisconsin at the present time, and dealers declare that this demand is purely seasonal and an evidence of the resumption of activities with the advent of warm weather.

Contractors in Milwaukee and throughout the state, it was said, are securing trucks and other equipment which will be required to carry out this season's work. Considerable of this material has moved during the past two or three weeks. Farm machinery, including tractors, which up to a short time ago had been produced in Wisconsin plants largely for use in other parts of the country where the season is more advanced,

## WANTED—

### 500 AUTOMOBILES FOR SPOT CASH

We are the largest Used Car Operators in the United States. Our financial resources are unlimited, and we buy all makes of Used Cars in both open or closed models.

In filling out list of Used Cars, be sure to give the Serial Number as well as the Year, and give us your Rock-Bottom Price. There will be no haggling. State general condition of car, as Excellent, Good, Fair or Poor.

**EDDIE MEYER, INC.**

At Your Command with Cash in Hand.  
2317-19 So. Michigan Ave.  
Chicago, Ill.

## Government Report Shows Tire Stocks as of April 1

WASHINGTON, D. C., May 8.—The table below contains the figures in a group analysis of dealers' stocks of automobile casings on hand last April 1, according to the compilations of the rubber division of the Department of Commerce. The table shows the amount of stocks by states and dealer units.

	Under 10 Casings.		10-25 Casings.		26-50 Casings.		51-100 Casings.	
	Drs.	Units.	Drs.	Units.	Drs.	Units.	Drs.	Units.
Alabama	47	246	64	2,406	66	2,486	49	10,302
Arizona	34	167	43	772	33	1,214	32	2,328
Kansas	106	506	112	1,800	81	2,870	54	3,720
California	32	1,601	510	8,456	378	13,960	199	21,175
Colorado	107	503	141	2,396	91	3,402	61	4,420
Connecticut	74	372	61	1,044	64	2,339	52	3,930
Delaware	7	24	21	351	17	677	9	615
D. of Col.	2	3	9	154	10	370	17	1,265
Florida	60	271	60	944	55	2,105	56	4,059
Georgia	78	349	102	1,726	68	2,567	43	2,924
Idaho	38	186	44	1,094	48	1,474	43	2,906
Illinois	278	1,412	464	7,894	447	16,490	302	21,463
Indiana	226	1,107	338	5,568	237	8,771	176	12,266
Iowa	196	1,042	326	5,502	305	11,158	204	14,353
Kansas	170	819	287	4,875	204	7,557	183	12,558
Kentucky	106	474	121	1,992	99	3,687	76	5,538
Louisiana	64	319	64	1,012	50	1,836	46	3,254
Maine	133	592	139	2,296	89	3,263	49	3,452
Maryland	111	552	96	1,484	69	2,426	47	3,395
Massachusetts	157	739	203	3,364	168	6,200	136	9,912
Michigan	164	1,223	367	6,070	287	10,384	221	15,619
Minnesota	183	833	284	4,854	240	8,683	156	10,973
Mississippi	75	378	85	1,339	54	2,036	45	3,190
Missouri	273	1,336	328	5,370	253	9,481	177	12,644
Montana	57	290	79	1,378	71	2,646	42	3,050
Nebraska	85	398	168	2,910	132	4,990	109	7,783
Nevada	12	67	17	290	17	596	9	644
New Hampshire	54	227	65	928	50	1,885	29	2,067
New Jersey	102	523	166	2,821	131	4,958	103	7,253
New Mexico	43	206	46	722	29	1,093	30	2,509
New York	364	1,780	565	9,552	418	15,645	326	33,512
No. Carolina	110	556	156	2,556	96	3,581	70	4,990
No. Dakota	96	462	159	2,663	121	4,364	62	4,035
Ohio	381	1,898	585	9,910	421	15,599	303	21,546
Oklahoma	119	531	148	2,440	142	5,111	107	7,459
Oregon	69	383	125	2,178	108	4,102	67	5,022
Pennsylvania	665	3,291	841	14,033	605	22,299	447	32,019
Rhode Island	32	163	39	748	28	1,073	16	1,799
So. Carolina	69	350	80	1,268	49	1,838	34	2,377
So. Dakota	72	341	122	2,146	123	4,687	70	4,900
Tennessee	124	486	191	3,100	142	5,296	42	3,691
Texas	174	900	298	4,963	228	8,479	232	16,435
Utah	36	204	45	729	35	1,261	20	2,350
Vermont	58	211	54	870	37	1,236	23	1,704
Virginia	238	1,049	210	3,391	115	4,135	75	5,303
Washington	175	821	204	3,529	145	5,247	101	7,074
West Virginia	105	458	115	1,935	94	3,446	67	4,646
Wisconsin	119	586	195	4,871	285	10,997	227	16,730
Wyoming	26	128	33	557	27	958	33	2,399
Unallocated	94	508	137	2,288	94	3,619	71	5,061
TOTAL	6,552	32,271	9,114	154,149	7,076	261,077	5,259	391,028



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"Loose Lugs Are Behind the Times"

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# HAYES WHEELS

WITH ATTACHED LUG RIMS—STANDARDIZED IN WOOD, WIRE AND DISC



# Automotive Daily News

"Of, By and For the Entire Automotive Industry"

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## Identifying Cars

PRESIDENT T. P. HENRY of the American Automobile Association made a suggestion the other day that should be passed on to every motor vehicle owner in the United States. He said that car owners generally are very careless in noting the actual colors in which their vehicles are painted. He cited instances in which cars were described on license applications as "tan," when in reality they were a certain shade of gray, or were called "gray," when in reality they were Russian brown.

The point is, that if the average car owner were called upon to identify his vehicle, he would feel certain that he could pick it out of a thousand others, by various scratches, marks, colors, etc., but that in reality he could not make a definite identification; at any rate, not one that would be satisfactory to the police.

Every car owner should be particularly careful to have an accurate description of his vehicle, with colors definitely indicated, and he should also have a set of private marks, so placed that they will escape the eye of the thief, to enable him to make a positive identification of the car when occasion arises.

It would be helpful if the automobile dealer would impress these facts on the minds of his customers when they are taking delivery of their cars. Preparation of this kind will frequently save a great deal of trouble and possible loss of the car.

## Building Expansion

EVERY so often a brief news item turns up in the papers which gives an interesting sidelight on the contribution of the automotive industry to general business expansion. Just the other day in the Automotive Daily News there was a brief story of expansion by dealers of a single automobile manufacturer in a certain district which was significant.

This company was the Buick, and the story told of building operations now in progress by dealers in Washington and parts of Idaho. One dealer, for instance, was putting up a plant which would involve a total expenditure of \$250,000. Another was spending \$100,000 on a new building. Other amounts ranged down to \$20,000 for building enlargements. The total amount being spent in expansion work was \$527,000.

Just imagine what the total expenditure for building and plant enlargements of the whole industry must be per annum, when dealers for a single company in a single comparatively small territory spend such a sum as this in increasing their business facilities.

## What About Exports?

WHILE March registered the greatest volume of automotive exports that ever left these shores, with a total value of \$34,000,000, it will be interesting to see how the figures hold up when we get reports for May.

April will probably "carry on," but the British general strike with its possibilities for mischief may pull down the May total. It is regrettable that this unfortunate condition should have arisen, because everything was set for the greatest export year that the automotive industry ever had enjoyed. It is probable that our total automotive sales overseas would have passed \$750,000,000 if no obstacle had been encountered. All we can do is pray that the British strike may be short-lived.

Chevrolet recently rolled out its two millionth car and celebrated the event by having this interesting youngster gallop up the 45-degree steps of the new state house at Jackson, Miss. We hope that the lesson was not lost on the earnest legislators.

## Our Own Automotive Family Album—

The Boyhood Days of Our Industry's Leaders

By Kessler



J. H. McDUFFEE, GENERAL MANAGER OF THE PREST-O-LITE COMPANY, BROKE INTO THE AUTOMOBILE GAME AS A YOUNGSTER BY DEMONSTRATING AND SELLING A CAR TO FIRE CHIEF CROKER OF NEW YORK.

## U. S. OWNS 81% OF WORLD'S MOTORS

### Foreign Sales of U. S. Cars Show Decided Increase

NEW YORK, May 8.—Eighty-one per cent. of the world's motor vehicles are owned in the United States. Foreign countries, however, bought 536,741 American motor vehicles in 1925. These and other outstanding facts concerning the motor business are given in "Facts and Figures of the Automobile Industry, 1926 Edition," which has just been published by the National Automobile Chamber of Commerce. Special attention to foreign trade, and many new developments in the use of trucks and buses, are among the chief tendencies of the year noted in this statistical review.

Motor vehicle exports now constitute the third largest of United States shipments abroad. Foreign sales in the automobile business last year were 39 per cent. larger than the preceding year, and were 12 per cent. of the year's total production.

Among the activities in the truck and bus field it is noted that there are 14,000 miles of bus routes operated by electric railway companies. Thirty-one steam railroads are using motor-bus equipment. In addition to this there is a large amount of bus operation by independent companies.

In eight states, where analysis of the figures has been made by the United States Bureau of Public Roads, 31 per cent. of the bus routes are neither directly nor indirectly competitive with the railroads.

Saving in the cost of distribution by use of motor truck transport is evidenced by many railroads in the adoption of these units for short haul and less-than-carload operations. In most cases the railroads contract with private shipping concerns for this service.

Thirty-seven railroads are using trucks for movement of goods at terminals. Ten are using motor transport to replace local freight trains. Ten are adopting motor trucks in order to give the shipper door-to-door service. Monthly savings through use of motor trucks

are reported in various operations by the Lehigh Valley, ranging from \$391 to \$2,429 in different types of service.

Taxes paid by the motor vehicle totaled \$667,000,000 in 1925. This was close to the total of taxation required for the entire highway bill of the nation. This bill amounted to approximately \$1,000,000,000, of which, however, nearly \$300,000,000 was raised by bonds.

Among the other facts contained in this booklet may be noted the following:—

3,445,642 persons are employed in the automobile industry.

Railroads of the country carried 3,040,000 carloads of automotive freight in 1925.

The 1914 automobile dollar is worth \$1.16 today, while the 1914 cost-of-living dollar is worth but \$0.59.

The purchasing power of factory wages for automobiles has increased 150 per cent. since 1914.

It required 1,482 bushels of wheat to buy the average motor car in 1913, while only 652 bushels are needed today.

More than 1,600,000 motor vehicles were scrapped last year.

Fourteen million, forty-one thousand motorists visited the national forests in 1925, or 36 per cent. more than in the preceding year.

## 16 Drivers Enter Charlotte Race

Charlotte, N. C., May 8.—Sixteen drivers are entered in the 250-mile championship race, for \$25,000 in prizes, which will be run at the Charlotte Speedway, Monday, before a Memorial Day crowd expected to number approximately 40,000.

The entries in the Memorial Day contest are Peter de Paolo, championship winner last year, whose No. 1 is a Duesenberg special; Bob McDonogh, driving a Miller special; Eddie Hearne, Duesenberg; Peter Kreis, Miller; Fred Comer, Miller; Harry Hartz, Miller; Ralph Hepburn, Junior Eight; Frank Elliott, Miller; Cliff Woodbury, Boyle Valve Special; Norman Batten, Miller; Bennett Hill, Miller; Earl Devore, Nickel Plate Special; William E. (Doc) Shattuck, Miller; Dave Evans, Miller; Ben Jones, of Mississippi, Duesenberg; Zeke Meyer, who recently quit dirt track racing for the board ovals, Miller.

## Coming Automotive Events

### MAY

- 12-13—Galveston, Tex., Tenth annual convention of the Texas Automotive Dealers' Association.
- 13-15—Detroit, Mich., American Gear Manufacturers' Association, tenth annual convention, Hotel Cadillac.
- 10-20—Geneva, Switzerland, Third Annual Automobile and Motorcycle Exposition.
- 10-14—Washington, D. C., Chamber of Commerce of United States, fourteenth annual meeting.
- 21—Chicago, Ill., Automotive Manufacturers' Association meeting.
- 21-23—Los Angeles, Cal., Tenth annual Los Angeles-Curry Camp economy run.
- 25—Buenos Aires, Argentina, Argentine Rural Society, International Exhibition of Roads, Transport and Touring; Show Grounds, Palermo.
- 28—Lima, Peru, First Peruvian Automobile Show.
- 31—Indianapolis, Ind., 500-Mile race.
- 31—Pittsburgh, Pa., American Automobile Association race, Monongahela track.

### JUNE

- 1-4—French Lick Springs, Ind., Semi-annual national meeting of the National Society of Automotive Engineers.
- 12—Altoona, Pa., American Automobile Association race.
- 7-12—Santa Monica, Cal., United States Good Roads Association, fourteenth annual convention.
- 7-12—Santa Monica, Cal., Bankhead National Highway Association, tenth annual convention.
- 7-12—Santa Monica, Cal., United States Good Roads Show.
- 8-10—Detroit, Mich., American Body Builders' Association, convention, Hotel Statler.
- 12-13—Le Mans, France, Rudge-Whitworth twenty-four-hour stock car race.
- 16-18—Philadelphia, Pa., Society of Industrial Engineers, thirteenth national convention, Bellevue-Stratford.
- 14-19—Montreal, Canada, Automotive Equipment Association meeting, Mount Royal Hotel.
- 20-25—Spokane, Wash., Washington Automotive Trades Association, annual convention.
- 25—Chicago, Ill., Automotive Manufacturers' Association meeting.
- 26—Laurel, Md., American Automobile Association race.
- 27—Marseilles, France, French Grand Prix race, Miramas track.

### JULY

- 5—Salem, N. H., American Automobile Association race.
- 17—Atlantic City, N. J., American Automobile Association race.
- 12-19—Fargo, N. Dakota, Automobile Show.

### AUGUST

- 3-6—Denver, Col., Denver Post, outdoor automobile show.

### SEPTEMBER

- Milan, Italy, Fifth International Road Congress.
- Prague, Czechoslovakia, Automobile Show.
- 6—Altoona, Pa., American Automobile Association race.
- 25—Salem, N. H., American Automobile Association race.

### OCTOBER

- 1-17—Paris, France, Automobile Salon at Grand Palais.
- 21-30—Olympia, London, Automobile Show.



## DEALER DOINGS

### FIFTH RICKENBACKER DEALER FOR DETROIT

Detroit, May 8.—Carlson McClellan, at 8690 12th St., has just been appointed an associate Rickenbacker dealer. He has been in business for several years at the present address under the style of Cadillac Garage, but the firm name is now changed to North Western Rickenbacker Sales and Service. With this appointment, Rickenbacker now has five outlets in the city of Detroit proper.

### USES AIRPLANE STUNT IN USED CAR SALE

Chicago, May 8.—L. R. Woods and H. M. Siegel, of the Siegel-Woods Motor Company, 7440 Stony Island Ave., engaged an aeroplane and an aviator last week and staged a novel stunt to promote used car sales. Thousands of circulars were dropped from the flying machine, each good for \$10 toward the purchase of a used car. The company represents the Willys-Overland and Willys-Knight.

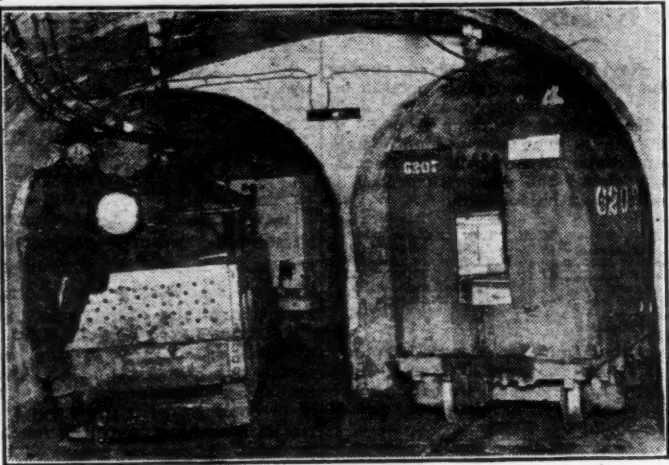
### STUDEBAKER DEALERSHIP ADDED IN YOUNGSTOWN, O.

Youngstown, O., May 8.—Ralph McCarthy, head of the McCarthy Garage, has been appointed South Side sales and service representative for the Studebaker automobiles by the Bentley Motor Company, Studebaker distributor in this territory. McCarthy is an expert auto man. Intimate knowledge of all makes of cars was gained by him through fourteen consecutive years in the business.

### CHEVROLET DEALER OPENS USED CAR DEPARTMENT

Dubuque, Ia., May 8.—The Hoeftlin-Chevrolet Company has opened

**RELIEVE TRUCK TRAFFIC**—Motor freight congestion in the Chicago loop district is greatly reduced by these tunnels, which have 3,000 cars carrying merchandise between surface truck terminals and underground receiving stations of department stores and mercantile establishments.



a used car sales department at 18th Street and Central Avenue in the old Midway Garage. The department will be devoted exclusively to the sale of old machines taken in trade for new Chevrolets.

### STUDEBAKER APPOINTS BAYONNE, N. J., DEALER

Bayonne, N. J., May 8.—F. L. Sholes, vice-president of the Studebaker Sales Company of Newark, has announced the appointment of Fred W. Voss as Studebaker dealer for Bayonne. Mr. Voss has opened a showroom at 768 Broadway.

### TO SELL HUPMOBILES IN BOWLING GREEN, KY.

Bowling Green, Ky., May 8.—The Willis-Allen Motor Company, recently organized, has purchased

from W. C. Morris the rights to the Hupmobile franchise in Warren county, it was announced today by L. L. Willis, president of the firm. This company recently acquired full control of the Chrysler dealership and will continue to be dealer for this car. They have rented the garage formerly occupied by the Brunson Motor Company on Eleventh Street.

### BURROUGHS FORMS NEW HUDSON-ESSEX DEALERSHIP

Stanton, Va., May 8.—W. E. Burroughs, proprietor of Burroughs Motor Company, Hudson-Essex and Hupmobile dealer here, has formed a company known as the Burroughs Motor Company of Harrisonburg, at Harrisonburg, Va., and will handle Hudson-Essex cars at that point.

## Personal Items

### BAKER TO DIRECT SALES

Detroit, May 8.—William P. Baker has just joined the L. F. Mullin Company, Stutz and Reo distributors in the Detroit territory, as sales manager. He is a veteran in the industry, recently connected with Arrow Head Oil Company, automobile dealer at Virginia, Minn.

### TICE TO MANAGE PLANT

Sebring, O., May 8.—C. O. Tice will be factory manager of the new McKinley Rubber Company when it starts operation of its plant here, it was announced this week. Production will be started as soon as the necessary machinery has been installed.

### HENLEY IN NEW POST

Chicago, May 8.—J. M. Henley, formerly associated in a similar capacity with the Chicago Flint Company, has taken charge of the service department of the Lawson-Mensch Company, south side Flint dealer.

### WHITNEY SALES MANAGER

Los Angeles, May 8.—Walter K. Whitney, who has been with the Paul G. Hoffman Company, Studebaker distributor, more than five years, has just been appointed to the post of sales manager of the Hollywood organization. He will assume his new duties immediately.

### HATFIELD VISITED COAST

St. Louis, May 8.—E. A. Hatfield, president of the Mississippi Valley Motor Company of St. Louis, has just returned from a visit to the Pacific Coast. Observance of traffic regulations in Los Angeles is much better than in St. Louis, despite a larger number of cars

in the California city. Hatfield commented on his return here.

### JUENGLING SALES HEAD

St. Louis, May 8.—Herbert Juengling, formerly part owner in a local dealership, has become sales manager of the Steinger-Tutthill Hudson-Essex Company, which has opened new headquarters on South Grand Boulevard.

### O'BRIEN ROTARY CHIEF

Durham, N. C., May 8.—The Rotary Club here has elected W. J. O'Brien, prominent in automotive trade circles, as the club's president. Mr. O'Brien is engaged in the storage battery business.

### COHEN AND HERNDON NAMED

San Francisco, May 8 (U. T. P. S.).—Charles Cohen has been named sales manager, and Harry Herndon has been made sales promotion manager of the San Francisco Chandler and Cleveland distributing sales branch.

## Fire Losses

### \$5,000 FIRE IN DEALERSHIP

Long Beach, Cal., May 8.—Damage estimated at \$5,000 was done by fire in the upholstery department of the Freeman A. McKenzie shop, Ford dealer, on Locust Avenue.

### \$2,000 PAINT SHOP BLAZE

St. Paul, May 8.—Fire caused \$2,000 damage to the Torkelson Manufacturing Company's paint shop, 414 Selby Ave., and destroyed two automobiles which were being repainted. The company manufactures and repairs automobile bodies.

## Incorporations

### NEW YORK

Albany, N. Y., May 8.—New automotive concerns that have just been granted incorporation charters in this state are:

Holzman & Scholl Garage Corporation, Manhattan, \$5,000; garage business; Leon Holzman, 540 East 5th St., New York; Albert Klein and Isidor Scholl, 746 East 5th St.

Port Chester-Glenville Bus Corporation, \$10,000; operate auto bus route between Port Chester and Glenville, Conn., and return; Harry Dryer, 267 Parrot Ave., Bridgeport, Conn., and Sarah Dryer, same address, and Max Shalne, Port Chester, N. Y.

Hollywood Taxi Corporation, Brooklyn, \$10,000; operate taxicabs; Rosario Cusumano, 1677 77th St.; Vincenzo Schicchi and Rosa Maria Schicchi, 1536 71st St., Brooklyn.

Bainbridge Palace Garage, Inc., Brooklyn, \$10,000; build garages; I. D. Neustein, 277 Broadway; Cecile Kaplan and A. D. Emil, 2 Rector St., New York.

Fifty-four New Lots Corporation, Brooklyn, \$5,000; garage; I. A. Danilin, 2215 Ocean Ave., Brooklyn; Herman Beberman and Joseph Aronstam.

Brooks & Haug, Inc., Manhattan, 200 shares, no par value; real estate, livery, garage; L. E. Johnson, 9708 95th St., Ozone Park, L. I.; R. M. Ziegler and F. R. Shuler.

Passhill Garage, Inc., Yonkers, \$10,000; deal in automobiles, operate garages and carry on passenger transfer business; Louis and Henrietta Blumberg, 276 Hawthorne Ave., Yonkers, and Samuel Paseltiner, 157 New Main St., Yonkers.

Chelsea Hardware Co., Inc., Manhattan, \$20,000; deal in hardware and automobile supplies, household, furnishing supplies, etc.; Charles and Viola Kraus, 265 6th Ave., New York city, and Lauretta Bucholz, 299 Broadway.

Tinton Livery, Stable Company, Inc., Bronx, \$5,000; livery stable or garage; Herman Levisohn, 1693 Clay Ave., and Etta and Edward Sachs, 779 Tinton Ave., New York city.

Hercules Credit Corporation, Manhattan, \$100,000; lend money on security and aid in manufacture and sale of automobiles; Gregory Marques, 20 Arden St., New York; H. M. Flynn and I. V. Farrell, Packard and Cadillac Automobile Livery, Inc., New York county, \$5,000; George F. Woolsey, 138 West 44th St., New York city; Bertha Woolsey and Alice Covelesky.

Dake Sales Corporation, Rochester, \$100,000; deal in motor vehicles; Elmer H. Dake and Caroline I. Dake, 548 Seneca Parkway, Rochester, and William W. Dake, Brighton, Monroe county.

National Gasoline Dealers' Association, Inc., of Newark, N. J., \$125,000; deal in petroleum, motor vehicle accessories, and as advertising agents; New York office, 85 Madison Ave.; A. P. Jell, president.

Weber Distributing Company, Inc., Manhattan, \$20,000; radio equipment and automobile accessories; Jacob Weber and Max Press, 2547 Holland Ave., Bronx, and Louis Shipenberg, 744 Trinity Ave., Bronx.

Ward-Westchester Corporation, Manhattan, \$1,000; real estate; deal in automobiles; A. J. Kalamonowitz, Rose Kaplan and Marion Koenig, 270 Madison Ave., New York city.

Stuyvesant Tire and Auto Supply Com-

pany, Inc., New York county, \$5,000; automobile tires, supplies; Louis Breitbart, 50 Stuyvesant St., New York city; Fanny Rosenfeld and Morris Root.

John A. Berg, Inc., Brooklyn, \$2,500; repairing automobiles; Henry Sugarman, 185 Joralemon St., Brooklyn, and Ada Jacobs.

Neupert Sales Company, Inc., Buffalo, \$10,000; automobile accessories; Clarence W. Neupert and M. C. Neupert, 691 Humboldt Parkway, Buffalo, and Joseph W. Link, 68 Aurora St., Lancaster, N. Y.

Crown Heights Motor Sales, Inc., Kings county, \$5,000; automobile business; R. J. Friedman, 565 Crown St., Brooklyn; Irving Litvin and Dick Rabinowitz.

P. W. Garage, Inc., Queensborough, \$10,000; garage; Aaron Bring and Abraham Weiss, 2301 83d St., Brooklyn, and Leo Muller, 1287 Paterson Ave., Brooklyn.

Fifth Avenue Motors, Inc., Manhattan, 200 shares no par value; deal in automobiles; E. R. Philbin, A. L. Field and G. J. Dean, 61 Broadway, New York city.

Raymond T. Cole, Inc., Elmira, \$50,000; automobile business; Raymond T. Cole, Thomas O. Stutzman and Marjorie D. Cole, 251 Baldwin St., Elmira.

Ninety-ninth Street Garage, Inc., Manhattan, \$10,000; garage; David and Lena Chursel, 775 Southern Boulevard, New York city, and Morris Horowitz.

Upright Discount Corporation, New York city, 100 shares, no par value; deal in taxicabs, automobiles and securities; Nelson and Norbert Rutenberg, 250 West 57th St., New York city, and Lee Garmis.

### NEW JERSEY

Trenton, May 8.—The following automotive concerns have just been incorporated here:

Hohorst Incorporated, Jersey City, \$200,000; deal in motor cars, etc.; Frank H. Higgins, Frederick A. Teese, Amelia M. Fernakes.

Chandler Cleveland Motors, Inc., Newark, \$255,000; deal in automobiles; W. E. Carlton, R. A. Brown, Charles J. Herrieger.

Carletta Company, Jersey City, \$125,000; deal in automobiles; Frederick A. Teese, Amelia M. Fernakes, Frank H. Higgins.

## Obituary Notes

### ROY E. LONG

Freeport, Ill., May 8.—Roy E. Long, manager of the rural sales force of the M. L. Miller Sales Company, Dodge dealer here, received injuries resulting in his death Monday night, when his sedan was struck by an Illinois Central freight train at a grade crossing near Elroy. He was 43 years of age and resided at Rockford. The funeral was held yesterday.

**BUICK IN SPRINGFIELD, OHIO:** "We have gotten information that we have been unable to get from any other source."

## The Stevens Buick Company

28 West High Street—Phone Main 1613

SALES  SERVICE

"The Oldest Dealer in Springfield Handling One Line of Cars"

SPRINGFIELD, OHIO

April 7, 1926

The Automotive Daily News,  
1926 Broadway,  
New York City.

Gentlemen:

ATTENTION ALEXANDER JOHNSON  
Editor

We have been a subscriber to your paper for the past six months, and have gotten information that we have been unable to get from any other source.

From my observations, I believe that Buick Dealers should not be without this service. The situation in the industry is presented to us daily and in a form that fits very nicely into our program.

We are glad to continue with your service, and wish you continued success. We are enclosing herewith, renewal to subscription.

Very truly yours,

THE STEVENS-BUICK COMPANY

Per: *W. E. Tenen*

WES/BB  
enc.



# Financial News of the Automotive Industry

## GEAR MFRS. TO HOLD CONVENTION

Will Assemble in Detroit May 13-15; Big Program

(Continued from Page 1)

munications; old business; reports of S. L. Nicholson, chairman public policy committee; J. E. Gleason, chairman legal committee; J. E. Gleason, chairman metric committee; J. C. McQuiston, chairman publicity committee; B. F. Waterman, chairman A. G. M. A. sectional committee of American engineering standards committee; E. W. Miller, chairman A. G. M. A. research committee on gears—representatives A. S. M. A.; E. A. Kehler, chairman commercial standardization committee; T. C. Roan-tree, chairman committee on new gear applications.

3.45 p. m. Address, "Are You Using Pre-War Stuff?" Mason Britton of the American Machine Tool Builders Association. 4.30 p. m. Meeting of industrial group to discuss conditions in the industry. George L. Markland, Jr., presiding. 5.00 p. m. Meeting of automotive group to discuss conditions in the industry. A. W. Copland presiding. 6.00 p. m. Dinner. 7.30 p. m. Second general session. Address, "Lifting the Veil of Oil Infections, or Saving Fingers and Dollars Through Control of Oil Infections," by W. D. Price, service director Warner Gear Company. Discussion: Reports of J. L. Williamson, chairman spur gear committee; G. M. Bartlett, chairman sprocket committee; R. B. Zerfel, chairman keyway committee; D. T. Hamilton, chairman nomenclature committee.

Friday, May 14

9.30 a. m.—Third general session. Report of Frank H. Rea, chairman nominating committee; election of four members of the executive committee for three years; appointment of tellers; voting; reports of S. O. White, chairman sub-committee differential-transmission; F. G. Sorensen, chairman sub-committee non-metallic gearing; F. G. Eppley, chairman sub-committee inspection; R. C. Bays, chairman sub-committee uniform cost accounting; report of tellers on election of four members of executive committee; address, "America, the Keeper of the Keys," by Charles E. Stuart, president Central Steel Company; discussion. 12.30 p. m.—Luncheon. The afternoon is set aside for sightseeing and diversion. 5.00 p. m.—Meeting of executive committee for organization, election of officers, etc. 7.00 p. m.—Informal banquet for representatives and guests. A. W. Copland, Detroit Gear and Machine Company, chairman; C. F. Kettering, president General Motors Research Corporation, speaker.

Saturday, May 15

9.30 a. m.—Fourth general session; reports of H. J. Eberhardt, chairman tooth form committee; H. W. Phillips, chairman gears and pinions, electric railway, mill and mine committee; C. B. Hamilton, Jr., chairman metallurgical committee; A. F. Cooke, chairman herringbone gear committee; address, "Wear on Gear Teeth," by Earle Buckingham, Massachusetts Institute of Technology; discussion. 12.00, noon—Luncheon. 1.30 p. m.—Fifth general session; report of E. S. Sawtelle, chairman industrial relations; discussion. "Gear Tooth Stresses," by S. Timoshenko and R. V. Baud, research engineers Westinghouse Electric and Manufacturing Company; discussion; report of F. E. McMullen, chairman bevel and spiral bevel gear committee; J. C. O'Brien, chairman worm gear committee; E. J. Noble, chairman library committee. 5.00 p. m.—Adjournment.

## Chrysler Earnings Reach \$1.35 a Share

New York, May 8.—The Chrysler Corporation and subsidiaries report for the quarter ended March 31, 1926, net profit of \$4,112,089 after charges, but before federal taxes, equivalent after allowing for dividend requirements on the \$8 preferred stock, to \$1.35 a share earned on 2,707,080 shares of no-par common stock. This compares with \$3.501,227 reported by Maxwell Motor Corporation, the predecessor company, or \$1.13 a share on the present Chrysler share basis, in the first quarter of 1925.

Consolidated income account for quarter ended March 31, 1926, follows:—

Manufacturing profit.....	\$6,138,175
Expenses.....	2,264,181
Operating profit.....	\$3,873,994
Other income and charges (net).....	288,095
Net profit before Federal taxes.....	\$4,112,089

## Michigan Becomes Heavy Exporter

Washington, May 8.—Chiefly through its large increase in automotive exports, Michigan has become the sixth leading state from an export standpoint, the Department of Commerce announced today.

Not only did Michigan boost its relative standing among the various states in the matter of merchandise exports from eighth place in 1924 to sixth place in 1925, thereby supplanting New Jersey and Illinois, and following close on the heels of California, but it also increased its exports values by more than \$69,000,000. The totals jumped from \$177,876,654 in 1924 to \$247,210,727 last year.

Automobiles, trucks and parts naturally dominated the export trade for 1925 with foreign shipments amounting to \$172,676,501. Next came machinery, except agricultural, totaling \$34,079,933, with agricultural machinery the third item, with valuations of \$13,164,178. Less amounts were registered in copper, wood and paper, medicinal and pharmaceutical preparations, coke and iron ore.

## COLUMBIA TIRE PLANS EXPANSION

Seattle, Wash., May 8 (U. T. P. S.).—A quarter million dollars worth of first (closed) mortgage 7 per cent. serial gold bonds are being floated by the Columbia Tire Corporation of Portland, Ore., and are offered through the Lumbermen's Trust Company at prices which will yield from 6 to 7 per cent. The corporation plans to double the daily output of the plant and allow for the rapid expansion of its business. The net earnings of this tire plant after depreciation and Federal taxes were deducted was said to be last year \$91,585.20.

## RANGE OF AUTOMOTIVE STOCKS

NEW YORK STOCK EXCHANGE									
Previous, 1926	High	Low	Div.	Sales	High	Low	Close	Net Change	
62 1/2	49 1/2	3	3	Advance Rumely pf....	100	50	50	50	—1
16 1/2	9 1/2	6	6	Ajax Rubber.....	800	9 1/2	9 1/2	9 1/2	—
34 1/2	7 1/2	6	6	Allis-Chalmers.....	1,200	8 1/2	8 1/2	8 1/2	—2
34 1/2	19 1/2	3	3	Am. Bosch Magneto....	500	19 1/2	19 1/2	19 1/2	—1/2
37 1/2	26 1/2	3	3	Briggs Mfg. Co.....	100	26 1/2	26 1/2	26 1/2	—1/2
26	14 1/2	3	3	Chandler Motor.....	400	14 1/2	14 1/2	14 1/2	—1/2
45 1/2	31 1/2	4	4	Chrysler Corp.....	1,500	32 1/2	31 1/2	31 1/2	—1 1/2
54 1/2	28 1/2	3	3	Continental Motors....	2,000	32 1/2	30 1/2	30 1/2	—1 1/2
12 1/2	10 1/2	40	40	Dodge Bros. A.....	1,200	10 1/2	10 1/2	10 1/2	—1/2
47 1/2	26 1/2	3	3	Dodge Bros. B.....	1,200	26 1/2	26 1/2	26 1/2	—1/2
88 1/2	80 1/2	2	2	Dodge Bros. C.....	1,200	81 1/2	81 1/2	81 1/2	—1/2
32 1/2	24 1/2	2	2	Eaton Axle & Spring....	1,100	26 1/2	26 1/2	26 1/2	—1/2
82 1/2	61 1/2	6.50	6.50	Electric Auto-Lite.....	100	65 1/2	65 1/2	65 1/2	—1 1/2
105 1/2	84 1/2	5	5	Fisher Body.....	1,300	87 1/2	85 1/2	85 1/2	—1 1/2
26 1/2	14 1/2	5	5	Fisk Rubber.....	6,600	16 1/2	16 1/2	16 1/2	—1/2
107 1/2	95 1/2	7	7	Fisk Rubber 1st pf. cv.	300	96 1/2	96 1/2	96 1/2	—1/2
42 1/2	29 1/2	3.75	3.75	Gabriel Snubber.....	700	32 1/2	32 1/2	32 1/2	—1/2
9 1/2	6 1/2	3	3	Gardner Motors.....	100	7 1/2	7 1/2	7 1/2	—1/2
135 1/2	113 1/2	12	12	General Motors.....	23,700	132 1/2	129 1/2	129 1/2	—2 1/2
25 1/2	18 1/2	2	2	Glidden Co.....	400	19 1/2	19 1/2	19 1/2	—1/2
70 1/2	61 1/2	4	4	Goodrich Co.....	1,500	53 1/2	51 1/2	51 1/2	—1 1/2
109 1/2	98 1/2	7	7	Goodyear T. & R. pf....	400	101 1/2	101 1/2	101 1/2	—1/2
46 1/2	33 1/2	3.25	3.25	Hayes Wheel.....	200	34 1/2	34 1/2	34 1/2	—1/2
123 1/2	61 1/2	3	3	Hudson Motor Car.....	16,500	69 1/2	67 1/2	67 1/2	—2 1/2
28 1/2	17 1/2	1	1	Hupp Motor Car.....	3,100	21 1/2	20 1/2	20 1/2	—1 1/2
66 1/2	31 1/2	2	2	Jordan Motor Car.....	7,900	34 1/2	31 1/2	31 1/2	—2 1/2
21 1/2	14 1/2	1	1	Kelley-Springfield.....	1,600	14 1/2	13 1/2	13 1/2	—1 1/2
126 1/2	97 1/2	6	6	Kelsey Wheel.....	200	98 1/2	97 1/2	97 1/2	—2 1/2
159 1/2	103 1/2	6	6	Keystone T. & R.....	300	104 1/2	104 1/2	104 1/2	—1/2
21 1/2	18 1/2	2	2	Mack Trucks.....	7,400	115 1/2	111 1/2	111 1/2	—3 1/2
37 1/2	24 1/2	3	3	Martin Parry.....	100	18 1/2	18 1/2	18 1/2	—1/2
53 1/2	36 1/2	3.60	3.60	Moore Motors.....	5,900	26 1/2	23 1/2	23 1/2	—2 1/2
33 1/2	24 1/2	2	2	Motor Wheel Corp.....	600	25 1/2	25 1/2	25 1/2	—1/2
15 1/2	4 1/2	1	1	Murray Body.....	400	5 1/2	5 1/2	5 1/2	—1/2
66 1/2	52 1/2	4	4	Nash Motors.....	7,600	53 1/2	52 1/2	52 1/2	—1 1/2
43 1/2	31 1/2	2	2	Packard Motor Car.....	1,600	35 1/2	34 1/2	34 1/2	—1 1/2
28 1/2	17 1/2	1.80	1.80	Paige-Detroit Motor....	16,600	17 1/2	15 1/2	15 1/2	—2 1/2
43 1/2	21 1/2	1	1	Pierce-Arrow.....	3,100	25 1/2	23 1/2	23 1/2	—1 1/2
108 1/2	76 1/2	5	5	Pierce-Arrow pf.....	500	90 1/2	90 1/2	90 1/2	—1/2
10 1/2	5 1/2	1	1	Reynolds Spring.....	300	16 1/2	16 1/2	16 1/2	—1/2
31 1/2	18 1/2	1	1	Spicer Mfg. Co.....	500	21 1/2	20 1/2	20 1/2	—1 1/2
92 1/2	70 1/2	6	6	Stewart-Warner Speed....	700	72 1/2	72 1/2	72 1/2	—1 1/2
61 1/2	49 1/2	5	5	Studebaker Co.....	5,300	53 1/2	52 1/2	52 1/2	—1 1/2
56 1/2	44 1/2	4	4	Timken Roller Bear.....	600	50 1/2	50 1/2	50 1/2	—1 1/2
58 1/2	58 1/2	4	4	U. S. Rubber.....	22,300	60 1/2	56 1/2	57 1/2	—3 1/2
109 1/2	101 1/2	8	8	U. S. Rubber 1st pf....	200	104 1/2	104 1/2	104 1/2	—1/2
90 1/2	61 1/2	4	4	White Motors.....	2,200	64 1/2	63 1/2	63 1/2	—1 1/2
34 1/2	21 1/2	1	1	Willis-Overland.....	7,200	23 1/2	22 1/2	22 1/2	—1 1/2
99 1/2	91 1/2	7	7	Willis-Overland pf....	100	95 1/2	95 1/2	95 1/2	—1/2
22 1/2	23 1/2	7.75	7.75	Yellow C. & T. B.....	1,900	24 1/2	24 1/2	24 1/2	—1/2
97 1/2	91 1/2	7	7	Yellow C. & T. pf....	100	98 1/2	98 1/2	98 1/2	—1/2

## Decline in Crude Rubber Continues

New York, May 8.—Crude rubber futures continued their decline on the Rubber Exchange of New York with net losses running from 20 to 60 points. The nearby months held up comparatively well, but December closed the day with a loss of more than half a cent.

	May	High	Low	Close	Prev. close
May	49.50	49.50	49.50	49.50	49.50
June	48.80	48.80	48.80	48.80	48.80
July	47.40	47.40	47.00	47.00	47.40
August	47.30	46.90	46.90	46.90	47.20
December	46.80	46.80	46.40	46.40	47.00

\*Nominal.

Other months closed: January 46.40, February 46.40, March 46.40, September 46.90, October 46.80, November 46.70. Spots were quoted at 49.60.

Local over-the-counter crude rubber market closed dull and steady; spot and May sheets 49 1/2 cents; June 48 1/2 cents; July-September 47 1/2 cents; October-December 47 1/2 cents.

## FIFTH AVENUE COACH MAY BUY N. Y. R. R.

New York, May 8.—The Fifth Avenue Coach Company, which on February 24 joined with the New York Railways Corporation in petitioning the Board of Estimate for an exclusive franchise to operate buses in Manhattan, was reported yesterday to be negotiating for majority stock holdings in the corporation. Officials of both concerns declined to comment on the report.

## U. S. LIGHT & HEAT REPORTS EARNINGS

New York, May 8.—United States Light and Heat Corporation reports for the quarter ended March 31, 1926, consolidated net earnings of \$180,344 after charges, but before deducting reserve for Federal taxes, comparing with \$174,855 in the first quarter of 1925.

## STEEL OUTLOOK IS EXCELLENT

Youngstown Company Has Large Amount Of Unfilled Orders

Pittsburgh, May 8.—Among the outstanding features of the iron and steel market in the district, during the week, was the announcement by the Youngstown Sheet and Tube Company, that its unfilled orders are 20 per cent. above the low point of the year, reached about February 1. This is in contrast with the Steel Corporation, whose unfilled tonnage is less. However, some of the corporation's shrinkage is due to the enormous tonnage production lately.

Leading independents feel that the industry in this country will benefit to some extent by reason of the strike in Great Britain, because of industrial suspensions there. Export tonnages which would ordinarily be filled by British producers will come to this country; included in such business will be some important Japanese tonnage. In the long run, however, it is not felt that the American industry will benefit to any great extent.

Officials of the Newton Steel Company point out that since the early part of 1924 there has been a reduction in the price of 22-gauge automobile body full finished sheets amounting to \$21 per ton. The present price of \$4.30 per 100 pounds, however, is \$1 higher than the market during the latter part of 1925, when prices dropped to \$4.25 per 100 pounds.

"It is interesting to note," states an official of the company, "that at the beginning of 1924 the price of full finished sheets was \$5.35. At the end of 1924 the price had declined to \$4.60 a hundred, a total of \$15 a ton. In 1925 our price dropped from \$4.60 a hundred to \$4.25, a decline of \$7 a ton, making a total decline of \$22 in the two-year period."

"We believe this is the largest drop in prices of any steel commodity. At the same time there has been greatly reduced demand for a better quality sheet, which has somewhat increased the cost of production and also necessitated our spending considerable money for additional finishing department facilities to meet the demand for this increased quality and also for additional machinery to help reduce our costs."

These decreases, of course, were partially offset by reductions in the cost of sheet bars, though the cost of raw steel for production of highly finished sheet stock is relatively higher than for manufacture of ordinary grade sheets, because

## Marlin-Rockwell Has Big Quarter

New York, May 8.—The Marlin-Rockwell Corporation and subsidiaries report for quarter ended March 31, 1926, net profit of \$394,046 after expenses, federal taxes, etc., equivalent after preferred dividends, to \$1.14 a share earned on 331,685 no par shares of common stock. This compares with \$250,035 or 90 cents a share on 222,805 shares outstanding in first quarter of 1925.

Consolidated income account for quarter ended March 31, 1926, compares as follows:—

	1926	1925
Gross earnings.....	\$653,373	\$478,785
Expenses, etc.....	199,669	234,016
Balance.....	\$453,704	\$244,770
Other income.....	2,388	6,246
Total income.....	\$456,092	\$250,016
Federal taxes.....	62,046	—
Net profit.....	\$394,046	\$250,016
Preferred dividends.....	14,635	47,649
Common dividends.....	166,845	55,701
Surplus.....	\$212,558	\$146,666

of the better quality steel required.

Within the past ten days there has been an increase in the automobile demand for steel sheets, cold strips, butt-weld tubes, light plates, merchant bars and other primary steel products entering into motor car manufacture.

Within the past week the Youngstown Pressed Steel Company at Warren booked additional important automobile business, its principal single order calling for 100,000 pressed steel automobile wheels.

Steel makers throughout the district are planning to attend the twenty-ninth annual gathering at the Hotel Commodore, New York, May 21, of the American Iron and Steel Institute. Among the speakers will be Dwight P. Robinson, consulting and construction engineer of New York, a brother of V. S. Robinson, vice-president of the Youngstown Sheet and Tube Company in charge of raw materials.

In line with its policy of retrenchment and improvement in personnel, the Trumbull Steel Company, announces the appointment of S. B. Haarbye, formerly of Pittsburgh, as superintendent of sheet and tin mills. Mr. Haarbye, widely known as a steel mill engineer, was brought to Warren by Charles H. Elliott, vice-president of Trumbull, in full charge of operations.

Other changes in this direction include the appointment of S. A. Daniels as roll turn superintendent.

The General Fireproofing Company is preparing to expend this year \$200,000 for new equipment and alterations to its plant by reason of the sale of its fireproof division to the Truscon Steel Company.

## Current Commodity Prices

STEEL PRODUCTS		RODS	
Semi-Finished—Gross Tons		High brass (round 1/2 to 2 1/2 in.) 16 a —	
Billets, re-rolling.....		Copper rods, round.....	
Billets, forging.....		OIL AND GASOLINE	
Steel bars (hot rolled).....		MOTOR GASOLINE	
Plates (hot rolled).....		Garage (steel barrels).....	
Blue annealed sheets.....		Up-State New York.....	
Black sheets.....		Single tank cars, delivered, New York.....	
Auto body.....		OLD METALS	
Bands.....		Following are dealers' buying and selling prices for large quantities, f. o. b. cars, New York:	
Cold rolled strip.....		Heavy machinery com. 8 1/2 a 9 10 a 11	
Hot rolled strip.....		New brass clipping..... 8 1/2 a 9 10 a 11	
Pig iron, basic.....		Auto radiators..... 6 1/2 a 7 1/2 a 8	
Eastern Pennsylvania.....		Brass, heavy..... 6 1/2 a 7 1/2 a 8	
PENN. PRICES AT WELLS		Brass, light..... 6 1/2 a 7 1/2 a 8	
EASTERN—		MILL PRODUCTS	
Penn. grade oil in Buckeye P. Line Co. Lines.....		Base prices, cents per pound, f. o. b. mill.	
Co. lines..... \$3.65		High brass sheets..... 18 a	